Connecticut INDUSTRY

JULY 1956

He's using a "SPEAKERPHONE"!

This new telephone invention leaves **both** hands free while you're talking!

Now you can carry on a phone conversation while you have both hands free to work, take notes or refer to records. You can even move about while you're talking on the new "Speakerphone"! It's ideal, too, for conferences or get-togethers when several people want to talk and listen on the same call.

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You just press a button (A) and your voice is picked up by a tiny microphone (B). The voice of the person you're speaking with comes through a small desk-top loudspeaker (C). (When you want privacy, the phone can be used in the conventional way.)

THE SOUTHERN NEW ENGLAND **TELEPHONE** COMPANY

Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 34 - NO. 7 - JULY, 1956

L. M. BINGHAM, *Editor*

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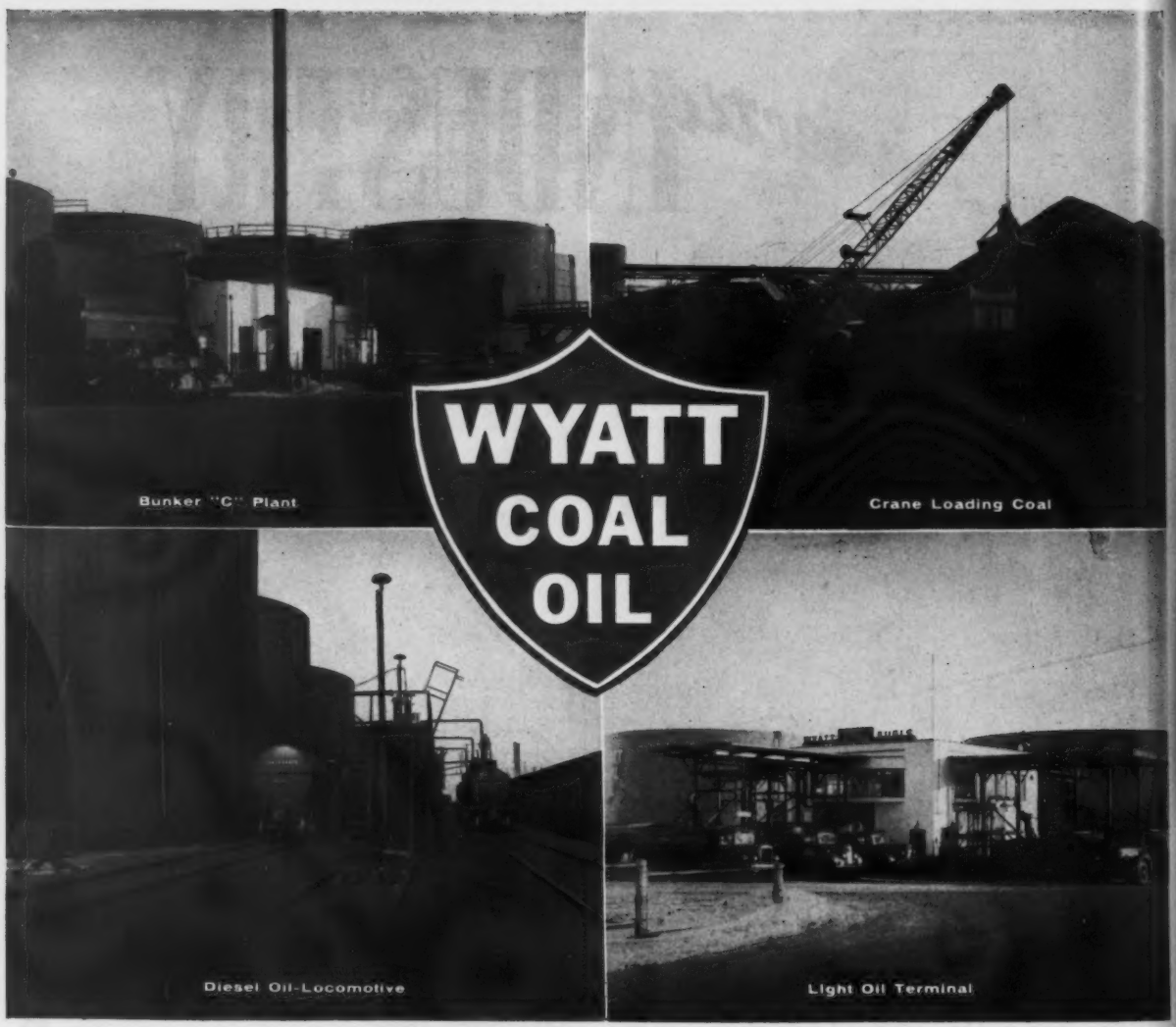

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THE FABULOUS FIREWORK FAMILY (Harcourt, Brace & Co.): Winner of an award in the Lithographers National Association annual awards competition.

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HARTFORD ELECTRIC LIGHT COMPANY ANNUAL REPORT: Winner of the Annual Report First Prize in the Hartford Advertising Club Exhibition.

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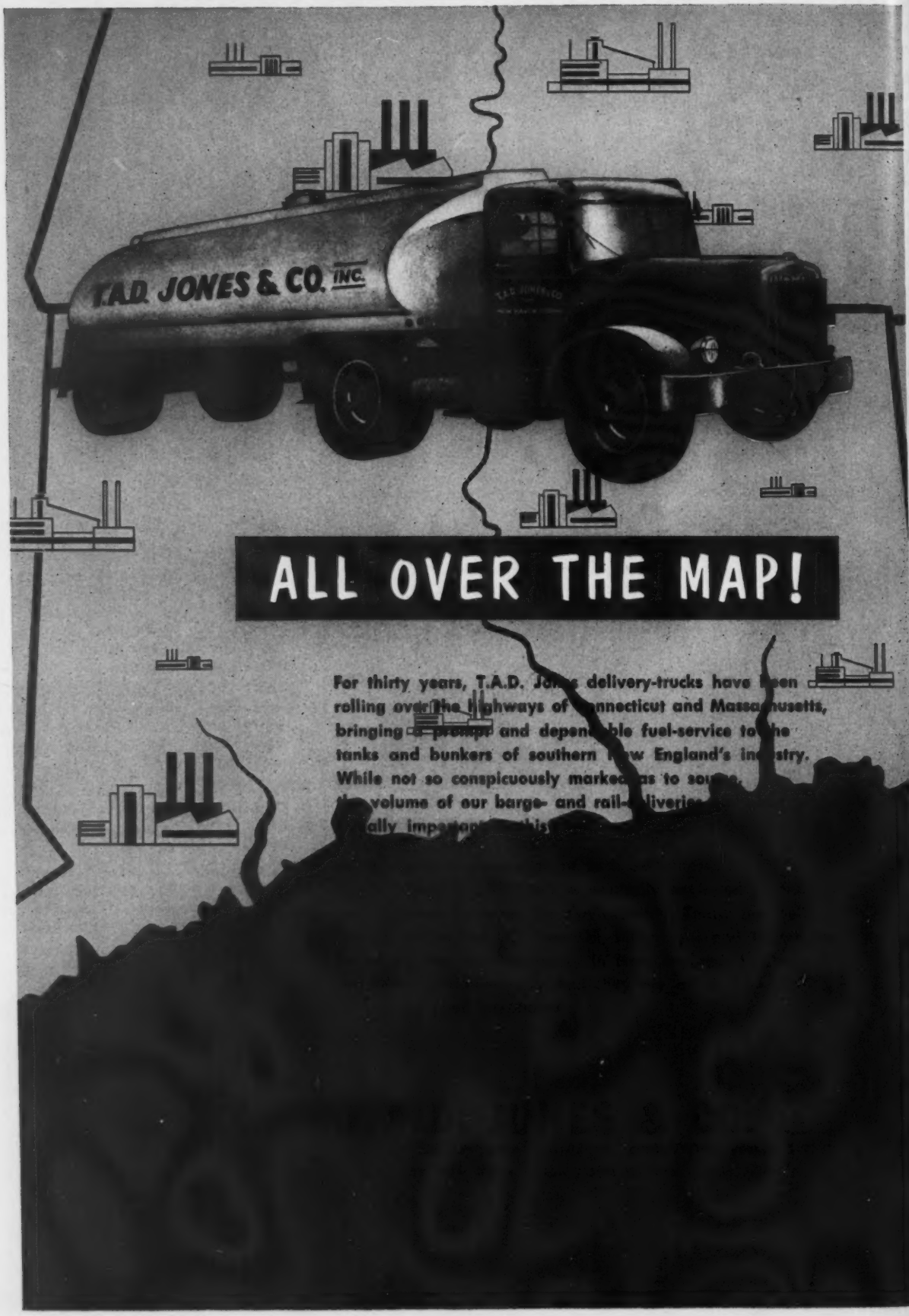
T.A.D. JONES & CO. INC.
ALL OVER THE MAP!
For thirty years, T.A.D. Jones delivery-trucks have been
rolling over the highways of Connecticut and Massachusetts,
bringing a prompt and dependable fuel-service to the
tanks and bunkers of southern New England's industry.
While not so conspicuously marked as to source,
the volume of our barge- and rail-deliveries
ally important

Selling In Tomorrow's Markets

By LEO J. PANTAS,* *Vice President*
The Yale and Towne Manufacturing Company

AT FIRST glance the subject of this article seems like a clear-cut topic that could be reduced to a simple premise as follows: Selling tomorrow should be no different than selling yesterday, except that there will be more of it.

As we think, however, of the problem of selling in this great period of volatile change in the American scene, the problem is somewhat different. The problem of selling tomorrow must be solved by analyzing the incessant requirements of a changing America. Only in its refined essence, only in the sense that the makers of goods must always reach the buyers of goods, is selling ever the same. It is in its adjustments to change that selling during one period becomes different from another. Tomorrow the difference will be monumental. To understand it, we must understand the changes that are taking place before us.

Our population, now somewhere in the neighborhood of 165 million is expected to be about 185 million in 1960, and over 205 million in 1975. Our birth rate, a sustained, healthy, dynamic factor in America's growth added up to 33 million new Americans between the years of 1947 and 1953. It is continuing at the same rate and in addition, the life expectancy of all Americans, male and female, is advanced each year a bit more by the achievements of medicine and by the health-giving power of our way of life. Looking towards the future, we can see ourselves as a population, with many more young people and many more aging people, with the special demands for goods and services that such groups produce.

The number of new family units organized is constantly increasing. During the post-war years, about 15,000,000 American marriages have taken place, and as far back as 1953, we had in excess of 50 million American families.

Perhaps the development of even more importance than the rise in population and family organizations has been the great increase in the capacity of families to buy.

It has been pointed out that while the number of our family units has increased almost 50% since 1929, these families had almost 100% more to spend last year than in 1929. But this increase in total family income is only part of the story. Even more vital to the changes in our life has been the broader distribution of income. This is best demonstrated by this comparison: 58% of our family units have a real income of $3,000 to $10,000 against only 31% in 1929. Moreover, there is a constant movement upwards, so that more and more families are being upgraded income-wise, and more and more families are advancing into the income group of $5,000 a year or more.

Everywhere technological advances have been moving with leaps and bounds. American industry is characterized by a sense of adventure. New techniques, new materials, new methods and new machinery are being employed with greater and greater effectiveness.

One of the most conspicuous results of this process has been a mounting increase in man-hour productivity which in turn is translated into greater purchasing power.

But technology has also contributed a vital social by-product. It has released man from back-breaking drudgery and life-consuming toil. Now, his vitality intact, the American worker has the energy and inclination to utilize his leisure time for better living. In effect, with purchasing power, vitality, dignity and time, he has become a greater consumer of more and more goods and services.

In their quest for better living, American families are in greater numbers deserting the constricting environments of crowded metropolitan areas. The movement into the suburbs is one of the irrepressible and continuous growth factors in the American scene and it is in many ways changing the demand for goods and the distribution of those goods. It is now estimated that more than 30,000,000 Americans are true suburbanites. This exodus from the center of cities is a constant force on the living habits of Americans and on the shape and content of goods that must be produced to accommodate these habits.

The manifestations of our activity are in demonstration everywhere in terms of the production and distribution of goods and services of every kind. They can be seen in home construction, which in 1955 consisted of approximately 1,250,000 new units; in automobile ownership, which is represented by approximately 50,000,000 cars on the roads; by new schools, hospitals, and institutions; by TV sets and foreign travel; by expenditures for food and clothing and entertainment; by investments in health and life insurance.

The editors of "Fortune" magazine describe the market thus: "All history can show no more portentious economic phenomenon than today's market. It is colossal, soaking up half the world's steel and oil, and three-fourths of its cars and appliances."

These then are the broad outlines of tomorrow's markets. To sell them successfully is a complicated operation, depending upon an awareness of what is happening in the social and economic aspects of our population; it requires a grasp of market information and those elements which make up the American character; it asks that our business enterprises be daring and assume risks in hazarding the new; it requires that sellers be armed with knowledge that can be used to design, to make, and to use goods.

In a word, selling in this epoch of America's greatness does not begin but only ends with a pencil and order book.

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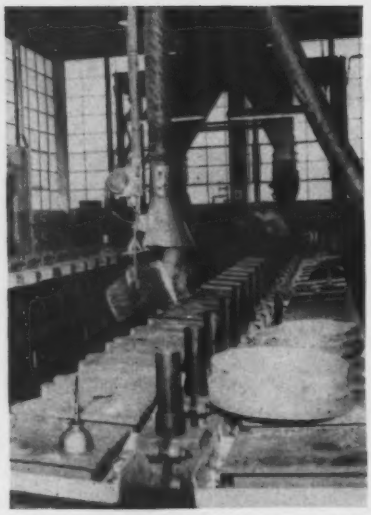
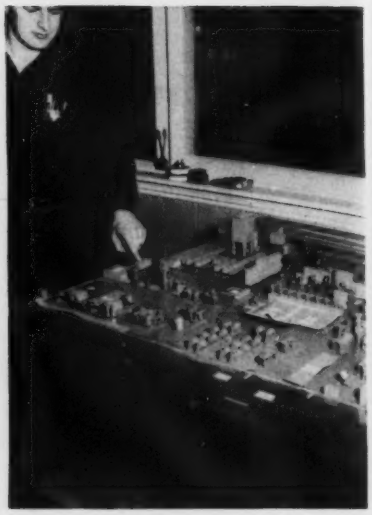
*Mr. Pantas, author of this month's guest editorial, after graduation from Yale and Towne's four-year tool and machine design apprentice course in 1933, and from Pratt Institute's School of Science and Technology, Brooklyn, in 1937, began his business career with General Motor's Delco Appliance Division. Two years later he rejoined Yale and Towne as a research engineer. He has since held several executive posts in the company, including those of plant manager at Buffalo, New York and Salem, Virginia, prior to being named to his present post.



COMFORT—CONVENIENCE. The easily moved mechanism holding crucible makes pouring a labor-reducing, one-man operation. Weights shown resting on sand molds are moved pneumatically by an exclusively engineered system.

PURER MELT—LESS HEAT FATIGUE. This 60 kw induction melting furnace, one of two installed, melts aluminum at about 1300°F for permanent molding. The melt is much purer than with the fuel-fired furnaces formerly used.



SCALE MODEL. An important aid in setting up this plant was a scale model. Area at left is the foundry, aluminum in front, brass and bronze in back. Engineer is pointing to brass and bronze induction melting furnaces.

The Foundry Man In The White Shirt

New Hardware Factory Cuts Time, Materials and Fuel Costs and Makes Working Conditions Ideal

EIGHTY years ago, when The H. B. Ives Company of New Haven, Connecticut was founded, the owners would have laughed at a foundry worker who showed up for work wearing a white shirt.

Yet today, in the new Ives factory building located in the suburban town of Hamden, just outside New Haven's city limits, where the foundry, barrel finishing and other departments necessary in the first stages of hardware manufacture are now set up, it is not unusual to see an Ives foundry worker attired in a white shirt—and not getting it much soiled either.

Hobart J. Hendrick, president of Ives, John B. Morse, Jr., vice president & sales manager, and other Ives executives, who were most familiar with the materials handling and equipment problems indigenous to the manufacture of quality hardware, took two years of intensive planning and designing, with the help of specially built scale models, before launching construction of the building.

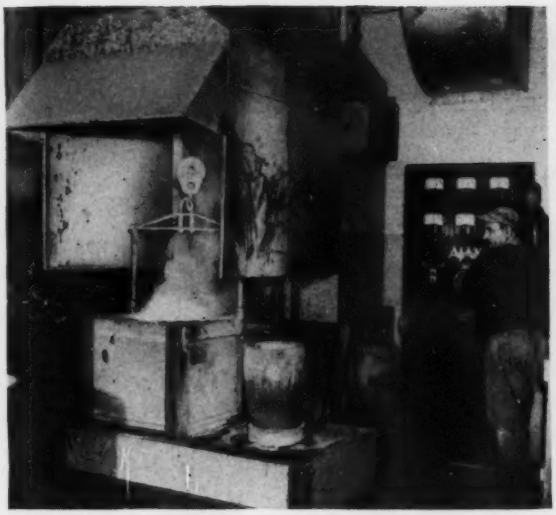
Containing over 10,000 square feet of floor space, the plant has three ceiling-high double doors for the expedient receiving and shipping of raw materials and finished goods. Each is equipped with overhead steel beam and crane for lifting and easily maneuvering materials. These doorways were planned so that the shifting of materials, from receiving to their place of use, could be kept to a minimum. For example, placement of the South doorway makes it possible to receive ingots in the immediate vicinity of the induction furnace which melts them.

Pleasant, fatigue-reducing air and sunlight enters through the windows which take up three quarters of the wall space on all four sides. Paint experts were called in to advise on the selection of colors that reflect light most advantageously and reduce glare.

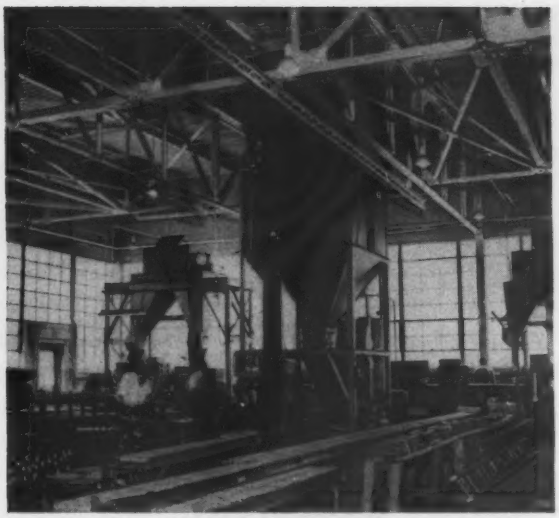
A tiled shower and a locker room for men are located on the second floor level along with lavatories for men and women. Washing facilities are also available on the main floor. The spacious aisles and smooth cement floor simplifies housekeeping and maintenance. The entire structure is fireproofed with an overhead sprinkler system.

Planned to improve working conditions, and to make room for present and future expansion needs, the installation in the new factory of the latest in equipment and materials moving devices has resulted in tremendous savings in labor, time and materials use.

In the foundry, where the white shirted employee can be seen, an ingenious system has been set up which was designed by Ives' plant superintendent, Ralph Larabee. Mr. Larabee created a method for raising and lowering the weights—which are heavier than those ordinarily used—that hold down the molds while molten metal is poured. By simply pushing one button, 40 weights, each weighing 110 pounds, are raised or lowered simultaneously through pneumatic power. Another line of 40 weights operates identically by a single control. This exclusive feature of the Ives foundry eliminates backbreaking labor that is necessary in many antiquated foundries. Another improvement which makes for more healthful working conditions is the ventilation hood and exhaust pipe which carries off the acrid smoke emitted from the crucible's hot mouth.



FURNACE WORK HORSE of the brass and bronze foundry is this 100 kw, 3000 cycle induction melting furnace. Doing the work of four fuel-fired furnaces, it has saved valuable work space in the new plant. Operator is shown adjusting voltage and switching capacitors to keep power factor at unity during melting. Two crucibles are used and the coil is raised to remove crucible after melt is complete.



CONVEYORIZED sand handling starts at this shakeout location. Sand falls onto conveyor below and is carried up to storage bin directly behind and above shakeout. On an average day only one wheelbarrow of sand has to be added to the system. The bin offers advantage of ample storage ahead of molders so enough sand is always provided.

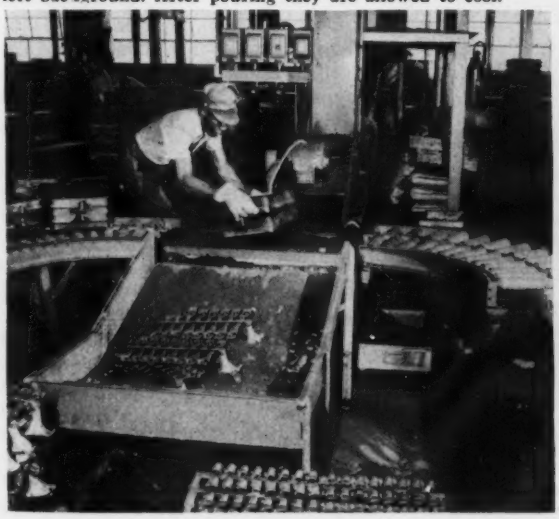
A completely integrated and mobile sand and mold handling system has been installed. Gravity rollers move the molds on a production line basis. Overhead cranes easily maneuver the crucible for the operator when pouring. Handy Sandy units take the sand on conveyors to overhead hoppers. The operator, our white shirted friend, merely pulls a chain to dump sand needed for his mold—hence dispensing with the tiring, manual shoveling method formerly employed.

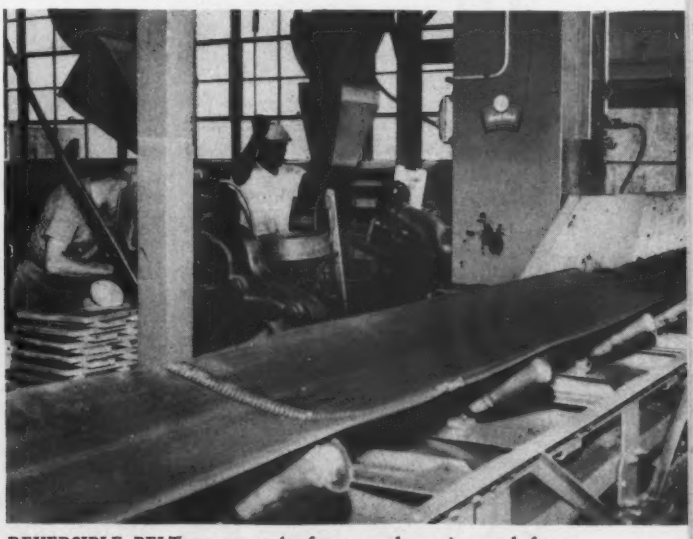
Of particular interest to Ives management from a cost standpoint, is the substantial savings in time, labor and fuel made possible with the new high frequency induction melting furnance used for brass and bronze. In the old foundry; one gas fired furnace was capable of producing 250 pounds of molten metal per hour. This 100 kw, 3000 cycle electric job heats more than two and one quarter times as much—600 pounds per hour. And the operator, besides feeling negligible furnace heat, can place his hand at the very entrance of the crucible without harm or discomfort.

Labor costs have been greatly reduced and material savings are significant. The melting loss per pound with

(Continued on page 37)

PLANNED EFFICIENCY. The sand and mold handling system is arranged with the right side of the foundry for short run items and the left side for high production items. All the molds are prepared at four sand hopper locations at right and left background. After pouring they are allowed to cool.





REVERSIBLE BELT conveyor in foreground carries sand from muller to these two hoppers or to the other two across the room. No manual handling of sand is necessary from the time it leaves shakeout until it is used to make more molds.

PROMOTION AWARD
This is to certify that in the Annual
Promotion Contest conducted by the
Institute of Boiler and Radiator Manufacturers
THE VULCAN RADIATOR COMPANY
has been awarded this citation for
outstanding achievement in
CONSUMER PUBLICITY
NOVEMBER 11, 1955
General Manager

THIS AWARD was won over a field of some 300 boiler and radiator manufacturers.

Case History of a Marketing Campaign

Preview

WITH few exceptions, largely in the raw materials category of industries such as steel, copper and brass and aluminum, manufacturers are having to "face up" to the cold realities of a buyers' market, after growing soft during the many war years when a sellers' market had eliminated the need for real salesmanship to keep production humming.

Today's vastly expanded production facilities and the necessity to keep them operating substantially above break-even points have created knotty problems for the sales department. The wartime headache of finding ways to beat yesterday's maximum production today has left the fevered brow of the production manager and is now deepening the lines in the forehead of the sales manager. Recognizing this problem, C. I. sought and published in the February, March and April issues articles by A. D. Cronk, president of the Connecticut Chapter of the American Marketing Association, which gave many valuable suggestions about how to acquire new products and locate markets for them. This article is a fitting sequel, giving the highlights of a marketing campaign by a medium size Connecticut company that has been a pioneer in its field of baseboard radiation and a leading producer.

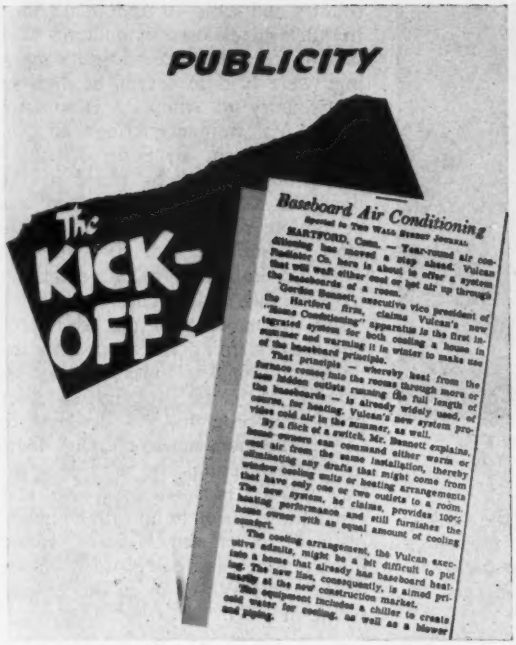
MILTON LUNDGREN, vice president in charge of sales and advertising, presenting Vulcan's program "To be competition rather than to meet it" to the Institute of Boiler and Radiator Manufacturers.

Backdrop of History

The facts of this case history were told to the editor by Milton Lundgren, vice president in charge of sales, Vulcan Radiator Co., Hartford.

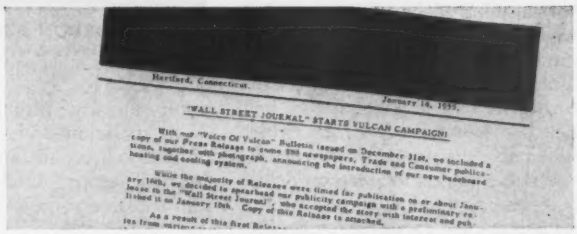
As stated by Mr. Lundgren, "The distilled essence of sound merchandising is to give the public what it wants when it wants it." Readily admitting that this definition of sound merchandising is an over-simplification of a complex series of properly timed actions, he says, "it applies with equal force to hot water radiators, automobiles, safety pins and all other products and also includes the basic elements of style, efficiency and economy."

Before focusing on the elements of Vulcan's recent marketing campaign, we turn back a few pages of history to 1926 when the company got off to a flying start in the finned radiation field. In that year the company began experiments in cooperation with the Vapor Car Heating Co. of Chicago


PUBLICITY
The KICK-OFF!
Baseboard Air Conditioning
Special to THE WALL STREET JOURNAL
HARTFORD, Conn. — Year-round air conditioning has moved a step ahead. Vulcan Radiator Co. here is about to offer a system that will melt either cool or hot air up through the baseboards of a room.
Gordon Bennett, executive vice president of the Hartford firm, claims Vulcan's new "Home Conditioning" apparatus is the first integrated system for both cooling a house in summer and warming it in winter to make use of the baseboard principle.
That principle — whereby heat from the furnace comes into the rooms through more or less hidden outlets running the full length of the baseboards — is already widely used, of course, for heating. Vulcan's new system provides cold air in the summer, as well.
By a flick of a switch, Mr. Bennett explains, home owners can command either warm or cool air from the same installation, thereby eliminating any drafts that might come from window cooling units or heating arrangements that have only one or two outlets to a room.
The new system, he claims, provides 100% heating performance and still furnishes the home owner with an equal amount of cooling comfort.
The cooling arrangement, the Vulcan executive admits, might be a bit difficult to put into a home that already has baseboard heating. The new line, consequently, is aimed primarily at the new construction market.
The equipment includes a chiller to create cold water for cooling, as well as a blower and piping.

VULCAN spearheaded its program with publicity in the Wall Street Journal.

VULCAN'S exhibit at the International Heating and Ventilating Exposition, Philadelphia.


Hartford, Connecticut. January 14, 1939.

"WALL STREET JOURNAL" STARTS VULCAN CAMPAIGN!

With our "Voice Of Vulcan" Bulletin issued on December 31st, we included a copy of our Press Release to some 250 newspapers, Trade and Consumer publications, together with photograph, announcing the introduction of our new baseboard heating and cooling system.

While the majority of Releases were timed for publication on or about January 16th, we decided to spearhead our publicity campaign with a preliminary release to the "Wall Street Journal" who accepted the story with interest and published it on January 10th. Copy of this Release is attached.

As a result of this first Release...

MERCHANDISING Vulcan's publicity campaign to its sales force.

which revealed that one row of Vulcan fin-tube radiation would produce approximately the same quantity of heat as eight rows of old fashioned steam pipe then used to heat passenger cars. Although unknown generally, this end result of experimentation on car heating produced the first fin tube baseboard radiation ever to be used for commercial or domestic heating purposes in the United States. Since that time the majority of railroad passenger cars in the United States have been heated by Vulcan fin-tube radiation.

Although the company desired in 1940 to expand from railroad applications of its heating system into commercial and home heating fields to replace the old fashioned cast iron radiator, it was instead drafted to pro-

A FEW SELECTED samples of magazine publicity which was published by a total of more than 55 magazines from coast to coast.

SAMPLES of Vulcan's paid advertising running in trade and consumer publications.

duce radiation for numerous government building projects from huge government office buildings and warehouses to barracks for the housing of troops. Following the war the company's sales in commercial and domestic heating expanded substantially despite the entry of many competitors in the field.

Research Provides Launching Vehicle

In the early 50's Vulcan engineers began research, in earnest, in the hope of developing a new type of baseboard radiation that would permit the same set of fin-tubes to be used for cooling as well as heating. It was early in 1955 when Gordon Bennett, vice president of Vulcan, and Milton Lundgren, sales manager, began looking for a new vehicle, or launching platform which would enable the company to penetrate the available market to a greater depth, thus increasing production and profits. Fortunately, the company's engineering department hit "pay dirt" on its long-range research project at this time by discovering how summer as well as winter air conditioning could be accomplished by the use of one installation of fin tubed baseboard radiation. This was accomplished by adding a water chiller to provide chilled water for circulation through the same radiator element that carried hot water for heating in the cool months of the year. A mere flick of a switch started chilled water flowing through the system. With an air duct added to the bottom of each radiator the air was cooled and "wafted" gently, rather than "blasted", into the area to be cooled.

GORDON BENNETT
Executive Vice President

Stirring Ground Swell

In order to precipitate a new ground swell of public interest in Vulcan's new type of year-round air conditioning for commercial establishments and homes, the sales department took a logical second step in its marketing campaign by a combination publicity program which released details and photos of its new product to over 100 leading newspapers throughout the country and some 40 trade magazines. In quick succession sales bulletins were sent to the sales force and sales meetings were held in several sections of the country to stimulate enthusiasm for the Vulcan-pioneered new air conditioning system. By positive thought and action backed by proof of the powerful sales promotion that was being done to pave the way for future sales, a positive "can do—will do" (the old Seabee motto) tone was set in the minds of the sales force. As a result the majority of the sales force left these training meetings with the understanding that Vulcan's new line, coupled with its hard hitting sales promotion program, was designed to "be competition, not to meet it". During these meetings the sales program was outlined in detail by spoken and visual presentation of how the company planned to pre-sell Vulcan "Home Conditioning" and baseboard radiation to the trade as well as to the general public in 1955.

Exposition—the Springboard

As the next step, in keeping with standard practice, it was decided to exhibit at the International Heating and Ventilation Exposition—the big annual trade show held in Philadelphia. But instead of merely being one of many participants in the show, it was decided to use the Exposition as the "springboard" for launching the 1955 sales program. A dramatic new attention-getting display was built which incorporated a "live" working model of the new Vulcan Home Conditioning System. It was at this time that an all-out publicity campaign was launched to the daily press and leading trade magazines of the country with its cumulative good effect making its maximum impact upon potential sales representatives, jobbers and retailers by exposition time, thus creating a ground swell of interest that brought in personal inquiries by the score at the show and at the home office.

Merchandised Publicity

The opening gun in the publicity campaign was fired when the first publicity release was published in the Wall Street Journal of January 10. Shortly thereafter a similar release was sent to the New York Times and New York Herald Tribune and published on January 16.

In the hope of reaping two dividends instead of one from the publicity in three leading New York newspapers, these stories were immediately mer-

A TYPICAL sales meeting with architects and engineers being addressed by Milton Lundgren, vice president in charge of sales and advertising.

chandised to Vulcan's sales organization through its house organ, "The Voice of Vulcan." Their hope was fully realized, judging from the substantial number of inquiries received from the trade and the electrifying stimulus given to the sales force. In fact a third dividend resulted in the form of requests for publicity stories from trade and other periodicals which were not included in the company's list of publications scheduled to receive later news releases.

These first blasts of publicity were followed with additional press releases to all trade publications who likewise published the stories prior to the Philadelphia Show. As a result of this publicity build up, the outstanding nature of Vulcan's display and the quality of treatment received by visitors, the company received many unsolicited commendations from the trade press and customers. Two choice comments were: "The Vulcan booth was the best 'merchandised' and most publicized exhibit at the Philadelphia Show"; and "The Vulcan booth attracted more visitors than any other exhibit at the Show."

In order to reap the maximum benefits from the interest developed, thus far, in Vulcan's new product, the promotion program was regrouped for a broader and more extensive campaign. Publicity was prepared and released to the Associated Press, United Press and NEA News Service and to a large number of "trade", "shelter" and "consumer" magazines. The final count showed that these stories about Vulcan's second pioneering move into "Air Conditioning" through finned baseboard radiation had been published in some 95 newspapers and 55 magazines from coast to coast.

As Sales Manager Lundgren said, "To try to do business without paid space advertising is like winking at a girl in the dark . . . You know what you are doing, but nobody else does."

Advertising Guns Fired

So to turn widespread publicity into profitable sales volume—the ultimate aim of product promotion—Vulcan contracted for advertising space in the leading professional and trade publications, all which were timed to perform a specific task within given areas of the architectural, engineering, jobbing and building trade fields. However, inquiries and actual orders began to pour in so rapidly even after the first few news releases were published, that supplies of literature were exhausted and it became necessary midway in the campaign to reprint all promotional literature to meet the demand. These results constituted further proof of the value of publicity which, in the words of Milton Lundgren, "is an exact and controlled technique that can be pinpointed to perform a specific task within a given area just as effectively as paid advertising. Consequently, it becomes an element that should always be implemented as an added dimension to advertising in any sales promotion program, for it incorporates the added value of 'editorial endorsement' in such large circulation areas that dollars can seldom purchase equal value in the form of space advertising."

VIEW of Vulcan's new "home conditioning" baseboard unit for heating and cooling.

A Summing Up

In more concise terms, the chronological steps taken to promote this new "vehicle" of home and commercial building air conditioning, and incidentally to step up sales of all Vulcan products, were first outlined in plan form under six action verbs ending with the letters "ATE". These words which formed the skeleton framework of the entire marketing program were: 1) Factuate; 2) Formulate; 3) Educate; 4) Instigate; 5) Stimulate; 6) Operate.

The first step called Factuate, not previously mentioned in this article, was first completed. It involved a complete breakdown of dollar volume for the previous year of 1954 by state, county, sales territory, by section (regional), by month and by product lines. With this preliminary information as a foundation, an overall sales forecast was made for 1955 with component breakdowns for individual territories, plus an estimated quota for each representative by product lines, by territory and by month. In order to determine the reasons for one representative's success and another's failure, and to develop standards for the future, a monthly progress report was designed to show a comparative analysis of sales of the previous year with the present, and numerous other data necessary to gain perspective as to the progress of the company's business in all areas necessary to proper control.

The second step—Formulate—involved the cystallization of a plan of action for 1955 to include both long and short range objectives. This required the establishment of a definite sales goal and the means of reaching it.

The third step—Educate—involved the training of the sales force and, in turn, the education of the jobber salesman, contractors and architects regarding the company's plans and policies and all pertinent facts relating to its products.

The fourth step—Instigate—involved the creation of satisfactory sample kits with sufficient descriptive matter and illustrations to properly carry a story pertaining to installation advantages and uses for the products.

Step five—Stimulate—required the development of enthusiasm among the sales representatives based on accurate knowledge of the company's products

(Continued on page 32)

A. F. MURRAY, vice president, addressed the Federation members following luncheon at Ekman Center. Mr. Murray gave a brief history of the company and its progress.

Women's Club Group Visits Electrolux

FOR the 13th time since November 1949, members of the Connecticut Federation of Women's Clubs toured a manufacturing plant to learn how its products are developed, made and sold; how its employees are recruited and trained for their jobs; and what techniques and facilities are being utilized to create harmonious employer-employee relations.

OFFICERS of the Connecticut State Federation of Women's Clubs, Inc., with Electrolux executives at their visit to the Old Greenwich plant. Seated, left to right: Mrs. Kenneth A. Beach, former Federation secretary; Mrs. Paul V. Plummer, second vice president; Mrs. Michael Stavnitzky, industry chairman; Mrs. James W. Abercrombie, recording secretary. Standing, Mrs. Phelps Brown, chairman of the Status of Women's Committee; Mrs. Raymond C. Dinnen, president, Norwalk Women's Club; A. F. Murray, vice president in charge of manufacturing at Electrolux; Mrs. Fred S. Van Valkenburg, president of the Federation's President's Council; and Harry Roos, the company's director of industrial relations.

Their latest visit—another feature of the continuing "Industry Day" program launched by the Federation in 1948 with a speaking program in Naugatuck, Conn.—was made upon the Electrolux Corporation, Old Greenwich, on April 19, where some 65 Federation members learned the facts about the manufacture, sale and servicing of the company's line of Electrolux Vacuum Cleaners. MAC has cooperated with the Federation in this worthy program by making the initial arrangements since 1949 for plant visitations with the management of each company, and later giving publicity to each Industry Day program through its magazine *Connecticut Industry*.

Arriving around 9:45 A.M., at Ekman Center, one of the best equipped employee recreation centers in the country, the women were registered and escorted in small groups of approximately 10 persons by employee guides throughout the plant from 10:00 A.M. until noon.

Following the luncheon at 1:00 P.M. at Ekman Center the 65 women guests were further informed by four company executives about the company's history and its new products, its research methods and facilities, its

FINAL INSPECTION operations are demonstrated to the ladies.

HERE THE LADIES learn about the laminac coating operation to electric motor armature.

production processes and problems and the operation of its personnel department. The speakers were: A. F. Murray, vice president in charge of manufacturing; F. C. Doughman, chief engineer and assistant director of research; C. M. Harris, director of production and Harry Ross, director of industrial relations.

Mrs. Michael Stavnitzky of Winsted, Industry Day chairman of the Federation, had charge of arrangements for the Electrolux visit and acted as hostess. She was ably assisted by Mrs. Kenneth Beach and Mrs. M. Rollins of Old Greenwich, both members of the Greenwich Women's Club.

(Continued on page 32)

ENZO FABRE of product engineering explains motor assembly and motor line to the guests.

FEDERATION GUESTS are shown automatic carton sealing machine.

THE THREE JUDGES are shown examining a display of one of the work projects. Left to right, Anthony DeSantis, president, Virjune Mfg. Co., Waterbury; John Dewhurst, president, Arrow Tool Co., Inc., Wethersfield; and Rudolph Bannow, president, Bridgeport Machine Co., Bridgeport.

MAC and Vocational Bureau Sponsor Technical School Competition

IN a pilot program effort to test the skills of machine shop students in the fourteen technical schools of the state on a competitive basis, the Association jointly sponsored with the Connecticut Department of Education the first annual machine shop competition which climaxed May 15 at Bullard-Havens Technical School, Bridgeport, with the awarding of prizes to the four students with the highest grades.

Planning for the competition began in February between Dr. Joseph P. Nerden, consultant, Trade and Industrial Education of the State Department, and the Association, and between Dr. Nerden and the directors of the fourteen Vocational Technical schools. By early March it was decided that the competition would be open to a team of two students selected by each of the fourteen vocational-technical schools and that it would be based upon a completed work project and a written examination covering the theory, mathematics and science of lathe and bench work, milling machine operation, shaper, bandsaw, grinding, heat treating and inspection. The plan further provided that each student participant in the project would be given a maximum of two calendar months to complete a work project of his own choosing which would be exhibited with drawings and blueprints and judged on Saturday, May 14, at the Warren-Kaynor Technical School, Waterbury, by three competent judges selected by MAC and the Bureau of Vocational Education. In order to give due consideration to the students' all-round capabilities, it was decided to weight the final grades 50% for the work project and the remaining 50% to book knowledge acquired as indicated by the examination.

On May 12, twenty-seven of the twenty-eight contestants had their work projects on display with their drawings and/or blueprints, together with the record of the time they had spent on each project. The entire morning, from around 9:30 A. M. until after twelve o'clock was required to complete the judging by the following: John Dewhurst, president, Arrow Tool Co., Inc., Wethersfield; Anthony DeSantis, president, Virjune Mfg. Co., Waterbury and Rudolph Bannow, president of Bridgeport Machine Co., Bridgeport.

During a brief luncheon in the Warren-Kaynor Technical School Cafe-

MR. REDWAY, and Rudolph Bannow, president, Bridgeport Machine Company, and one of the contest judges, congratulate fourth prize winner William Gallagher and first prize winner Rudy Gondar, both students at Bullard-Havens Technical School.

teria attended by the contestants, a number of directors and assistant directors of the competing technical schools, Dr. Nerden, speaking on behalf of Emmett O'Brien, State Director of Vocational Education, briefly explained how the contest had been developed as a pilot program for the testing of acquired skills and the excellent cooperation that had been received from school directors and from the Manufacturers Association of Connecticut, which had taken complete charge of publicity, furnished a list of judges from which selections had been made, and had purchased prizes to be awarded to the four contest winners. He also lauded the excellent showing that had been made by the contestants in the "stiff exams" which were approximately the same as given to instructor applicants to qualify them to teach in vocational-technical schools.

DIRECTORS and asst. directors of some of the state's technical schools, seated, left to right, George Weaver, assistant director, Hartford Regional; Herbert Jones, director, Oliver Wolcott, Torrington; Henry Sinnamon, director, Hartford Regional; Walter Bialobrzeski, assistant director, W. F. Kaynor, Waterbury; Edward Stepeck, director, Vinal, Middletown; William P. Lyons, director, Boardman, New Haven; Fred D. Manganelli, director, Howell-Cheney, Manchester. Standing, left to right, Lucien Lombardi, assistant director, E. C. Goodwin, New Britain; Paul Cubeta, director, J. M. Wright, Stamford; Alton Aldrich, assistant director, Putnam Regional; Gordon Ingerson, director, Henry Abbott, Danbury; Joseph T. Nerden, state supervisor, Trade and Industrial Education; Joseph Goebel, assistant director, Eli Whitney, Hamden.

Dr. Nerden then called upon Mr. Bingham, of the Association, who expressed appreciation for the opportunity to participate in the project and lauded the splendid work projects exhibited by the contestants. Rather than presenting detailed proof of the value of spending four years in gaining a thorough-going technical education while other boys in their respective classes were earning temptingly high wages operating a few machines, Mr. Bingham called upon the judges (each of whom had served their time as apprentices) to tell briefly some of their early experiences leading up to their becoming heads of their own companies, and why they believed that money-sacrifice for technical education would pay greater dividends in security and money six to ten years hence.

It was readily apparent, both at the luncheon and from remarks of some of the boys afterwards, that they had been inspired by the advice of the judges who were living examples that technical education "pays off."

On Monday, May 14, final exam grading was completed and the four winners determined after averaging the two grades.

Promptly at 2:30 P. M. Tuesday, May 15, over 1,000 students of the Bullard-Havens Technical School as-

(Continued on page 34)

PAUL HANECAK, second prize winner, right, receives from A. S. Redway, MAC president, congratulations and a valuable machine tool. In the center is Lucian Lombardi, assistant director, E. C. Goodwin Technical School, New Britain.

THIRD PRIZE WINNER, William Guglielmi, right, is shown accepting his prize from Mr. Redway. Emmett O'Brien, director of the Connecticut State Department of Education Vocational Services, is shown in the center.

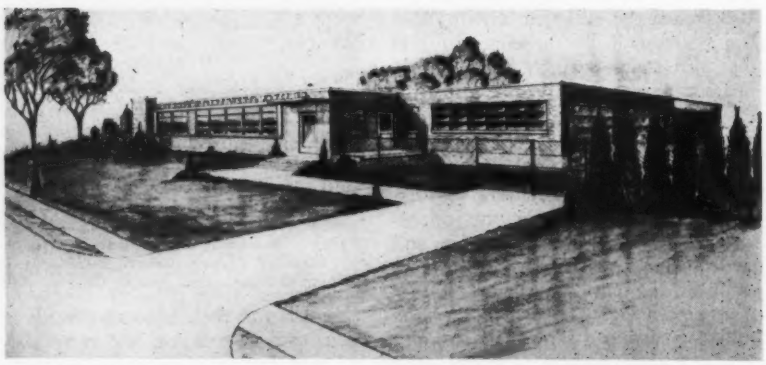
Connecticut Light & Power Company Launches Long-Range Building Project

A LONG-RANGE program by The Connecticut Light and Power Company to provide modern office and service facilities throughout its system is in full swing. Four buildings now under construction are scheduled for completion later this year and two others were finished late in 1955.

Nearing completion is a new office, sales and service building in Glastonbury. Work is well underway on a combination office and service structure in Danielson and construction has started on a modern office and store in Bristol to augment CL&P's new service center and garage which was formally opened there late in 1955. A new service center at Oxford was completed late last year and an up-to-date service and office building in Georgetown is underway.

For the utmost in convenience for CL&P customers, the Glastonbury, Danielson and Bristol structures will feature drive-in bill payment windows and ample parking facilities. Each of the one-story buildings will be fully air-conditioned.

The 15,000-square foot Danielson structure of Indiana limestone and brick facing will house offices for CL&P's district manager, engineering and operating personnel, and the accounting, meter and service, and sales departments. It will also have an employee's lunchroom, a large group meeting room, and mail and file rooms. A portion of the building's lobby will be used for displaying appliances.



ARCHITECT'S sketch of the proposed Georgetown office and service building.

The new Glastonbury building, due to be completed this month, has been designed to provide increased conveniences for residents of the area as well as more efficient quarters for CL&P employees. Of steel and masonry construction with brick facing, it will have a sales floor and offices for the manager and customer information department. Operating personnel, linemen, and emergency and service crews also will be located there. The building's total area will be approximately 4,600 square feet. Garage facilities for company vehicles will be located adjacent to a service yard at the rear of the structure.

BRISTOL'S downtown office and sales center, to be completed this summer.

Headquarters for district engineering and operating personnel, linemen, service and emergency crews were set up at the new Oxford service building last December. Located at the junction of Route 67 and Great Hill Road in Oxford, it services the expanding electric service needs of Oxford, Monroe, Seymour and lower Beacon Falls. The building, constructed of steel and masonry with brick facing, has an adjoining garage for district vehicles and facilities for storing materials. The combined area of the service building and garage totals approximately 5,600 square feet.

CL&P's new, air-conditioned, split-level service center in Bristol is of contemporary design, constructed of steel

and brick with aluminum exterior paneling and a facade of Crab Orchard stone at the building's entrance. The street level floor has offices for district engineering personnel. Located there temporarily, are offices for the district manager, commercial and industrial sales personnel and accounting department employees.

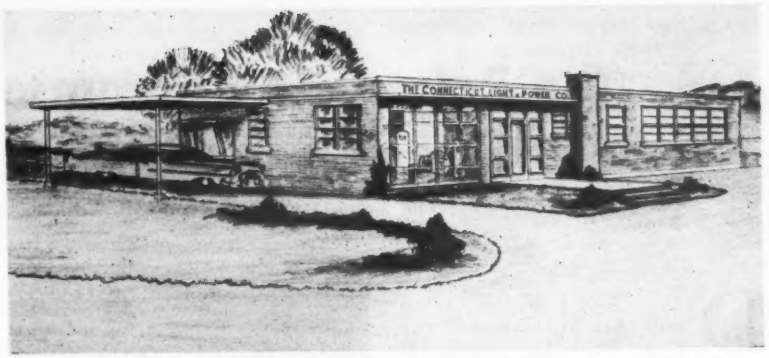
On the basement floor is a modern storeroom, an enclosed garage for the maintenance of company vehicles and repair facilities for transformers, meters and other electrical equipment. Floor space in the building totals some 21,500 square feet. The district trucks and cars are housed in an open-faced garage adjoining the service yard at the rear of the main service structure.

To complete the modernization of CL&P's Bristol facilities, the original office, garage and storeroom located in downtown Bristol is being razed to make way for a modern, air-conditioned office and store. Of similar design to the service building, its 8,000 square feet of floor space will provide offices for the district manager, accounting, commercial and sales departments. In addition, there will be an appliance display floor and a large group meeting room.

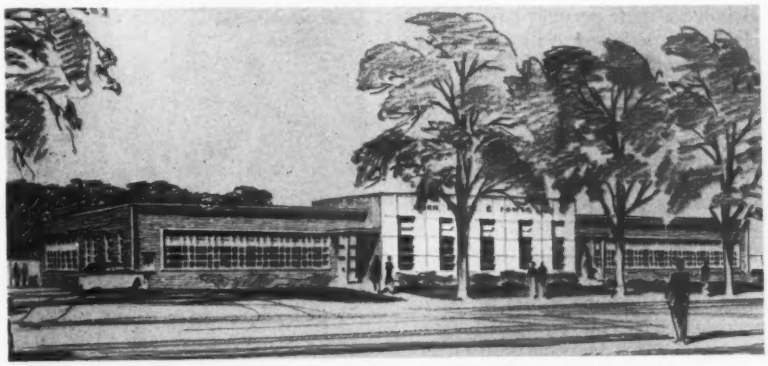
A drive-in bill payment window will permit customers to pay service bills without leaving their cars. There will also be parking facilities for customers and employees. The new structure is expected to be ready for occupancy late this summer or early fall.

Work has begun on a new office and service building on Route 7 in the southern part of Georgetown. The modern, one story brick structure will provide garage space for four or more company trucks and cars, as well as storage and office space. Main function of the building will be as a repair center to serve Ridgefield, Redding, Georgetown, and the northern sections of Wilton and Weston.

In commenting on the construction program, Sherman R. Knapp, president of CL&P, said it was necessitated by the constantly growing service requirements of the utility's customers throughout the state. He said the office and service buildings being replaced were designed originally for the rather steady service activity of the past. "The new, modern facilities," he said, "will be geared to handle future growth and will provide our customers not only with added convenience but also the fastest, most efficient and dependable service attainable."

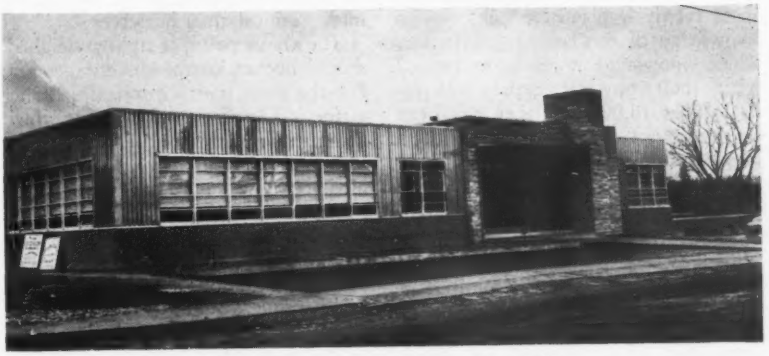


SERVICE, sales and office building now under construction in Glastonbury.



PROPOSED office and service building under construction at Danielson.

THIS service building in Oxford was completed recently.



CL&P'S newly built Bristol service building.

The Role of The Command System

By LEONARD E. READ, *President*
The Foundation for Economic Education, Inc.

DURING World War II, I was seated next to a young pilot in a flight from Philadelphia to Kansas City. He had been flying a B-29 in the Far East and told of a mission that included a most peculiar circumstance. His assignment was to fly fifty Chinese coolies from one part of China to another where they were to join a labor corps. The coolies were carefully counted onto the plane. Halfway to their destination, and at 18,000 feet, this captain of the B-29 decided to go aft and inspect his human cargo. To his amazement, there appeared not to be enough of them. On checking he could account for only thirty-five. Fearing he might be the victim of anoxia, he returned to the cockpit, breathed oxygen, and in a peekhole position took another appraisal. It seemed that when no officer was present the coolies opened a door, two would make a saddle of their hands, sit one of their number thereon, swing with gusto—all laughing including the one in the saddle—and toss the hapless one into space! Fifteen coolies had already experienced "flight"!

Error—A Stepping Stone To Truth

Imagination is all I have to explain this sort of behavior. It is almost certain that not one of these coolies would deliberately jump to the ground from a 20-foot height. For assuredly they must have observed that even minor falls did violence to their bodies. But these relatively primitive folks had no knowledge of the law of gravitation. Their knowledge went little beyond what their physical experiences revealed. At 18,000 feet they could not be aware of what happened to a tossed-out buddy. He appeared to fly through space like the B-29 they were in, except in a different direction.

To those of us who regard knowledge of gravity as elementary, these suicidal antics of the coolies have a comic aspect. Yet, must not some of our own actions, bent as we are on destruction of a different but much

LEONARD E. READ

greater magnitude, appear comical to those who are on a higher level of intelligence than we!

Do we not need to keep in mind that all men are fallible; that all men err; that all men always will err? And is it not demonstrable that there are levels of knowledge and understanding, the levels infinitely extensible, each level, regardless of how high or advanced, bringing a new order of error into perception? Error always on the heels of each new advance as if each advance's shadow! Mathematicians of Einstein's ascendency having as much error to discuss and debate as kids trying to cope with simple fractions! As a new order of understanding is perceived so is a new order of error perceived. We have no valid reason to think the coolies any more comical than ourselves.

The above point, if rightly weighed, should not make for discouragement. For the error that accompanies higher virtue is a lessor error than that which accompanies lesser virtue. To murder is more a vice than merely to think how nice it would be if one were rid of competition. To steal is more evil than to covet. The thoughts the saint perceives as evil would be adjudged virtues by a common criminal. The notes the operatic star considers as inferior would be regarded as accomplishments by the musically untutored. A moron has but minor consciousness of mistakes; the other folks gain awareness of error as they gain in understanding. In short, error comes into perceptiveness as does understanding, and not without purpose!

Now, as error is not truth so is error not to be prized. Yet, in a sense, hasn't error a role to play? Isn't it error we use as the stepping stone to truth? Man emerges, evolves, goes in the direction of truth, by the overcoming process. Overcoming presupposes something to be overcome. Even the taking of a simple step presupposes something stepped on. Ascendency presupposes a lower position. A movement Godward presupposes a direction away from ungodliness.

Tension of the Opposites

Consider these opposites: evil and virtue, error and truth. Do we not witness mighty opposites similarly at work on every hand? For instance, would we have any notion of "up" if there were not a gravitational force pulling us down? Would "light" be in our vocabulary if there were no darkness? Would we have the concept of justice if there were no injustice? Isn't hate the evil thing that permits us to see love as a virtue? Where does the passion for security derive except from the prevalence of insecurity? And isn't all intelligence a degree of understanding and wisdom relative to ignorance?

Inquiring further into nature's mysteries, and going as far as science has probed into the ultimate constitution of things, we learn that "Every substance is a system of molecules in motion and every molecule is a system of oscillating atoms and every atom is a system of positive and negative electricity."* Or, to quote the late physicist, Robert A. Millikan, "All elastic forces are due to the attractions and repulsions of electrons."** Opposites at the very root of things!

*Renee von Eulenburg-Wiener. Fearfully and Wonderfully Made (New York, N. Y.: The Macmillan Company, 1938) p. 47.
**Encyclopaedia Britannica, 1943, Vol. VII, p. 340.

It would appear that the mainspring of all creation, of all variation, of all progress, comes about by reason of this tension of the opposites, called sometimes "the law of polarity". If there were no tension—something to overcome—there would be no "becoming", no movement toward higher orders. Obstacles, I contend, have their role. They—error and evil—are things to step on, to rise above. Without them we are incapable of perceiving any above.

Definitions

The foregoing are introductory ideas for arguing that the command system performs an important negative function.

But first, a few thoughts as to what the command system is. It is the opposite of the free market or willing exchange economy. It is forced, unwilling, coerced exchange. It rests on the suppression of creative human energy. It is the substitution of authoritarianism for market phenomena.

To commandeer, that's it! Webster defines "commandeer" clearly: "to take arbitrary possession of; to commandeer men or goods." Illustrations: The honest fruits of one's labor are commandeered to make up the deficits of governmental intervention into the light and power field, as in TVA; in the construction industry, as in government housing; in foreign trade, as in the Marshall Plan or Point Four. One's earnings or capital would probably be employed otherwise if free choice rather than commandeering prevailed. Or, to look at another twist of commandeering as applied to intervention into farming through acreage allotment plans: Either a part of the farmer's acreage is commandeered into non-production, which is by way of denying the ownership of said acreage or some of his capital is commandeered in the form of a fine, which is by way of denying the ownership of said capital. The very essence of ownership is control. The command system belongs to the same kaboodle of nostrums as socialism, communism, Fabianism, naziism, fascism, the welfare state and so on. It is merely a more accurately descriptive term than those in common usage.

Compared to the total energy of any society in producing and exchanging, the command aspect is much less applied than is generally thought. This system is probably more manifest in Russia today than anywhere else and perhaps least manifest in the U.S.A. today than anywhere else. No society has a complete command system; no society but what has some of it. If there were no free human energy, if the only energy expended were in response to command, all the people would perish including the members of the commandeering apparatus. The history of progress is the history of freeing creative energy from command. The command system never presents a completely black picture nor does the market economy ever present a completely white picture. The command system is either growing or diminishing. Its supporters are always gaining or losing numbers.

Studies reveal that the belief in the command system is on the increase in this country. The platform of the Socialist Party of twenty-five years ago has already been largely adopted by our two major political parties. These two parties is competing for office do not present two opposed ideologies. Instead, each tries to compete in promises of more of the command system than the other. This is why it is accurate to say, "The Republican and Democratic Parties are competing for power." This trend is why we are warranted in thinking of our own as the command system.

Why should this command system show such a vitality among the American people? Here there has been more individual liberty, more practice of willing exchange, more free market behavior, more respect for the fruits of another's labor, more limitation of commandeering, more cramping of governmental intervention than anywhere else at any time. Why here?

If we were discerning enough wouldn't we perceive that everything has a purpose? This thought leads me to believe that the command system, showing its authoritarian head in America, has a purpose, a role to play.

Purpose of Freedom Misinterpreted

Americans have enjoyed more freedom than others. Their creative energies have been less inhibited than others. From, and as a result of, this releasing of energy there has come an unprecedented material lushness, a galaxy of goods and services not even dreamed of at the turn of the present century. Luxury on the rampage!

But something has gone seriously wrong. Freedom is being misinterpreted. This material lushness is being construed as the object, as the end product, of freedom. Materialism has become a god while the very freedom which brought it about is being heedlessly disregarded.

Specialization, division of labor, cooperation and willing, uninhibited exchange—aspects of freedom—result in more goods and services for more people, result in more wealth. *This resulting wealth has a high moral purpose. It is to release man from the constrictions of self-subsistence, not that he may quit life but that he may employ his energies in ever and ever higher levels, that he may evolve, emerge, improve.*

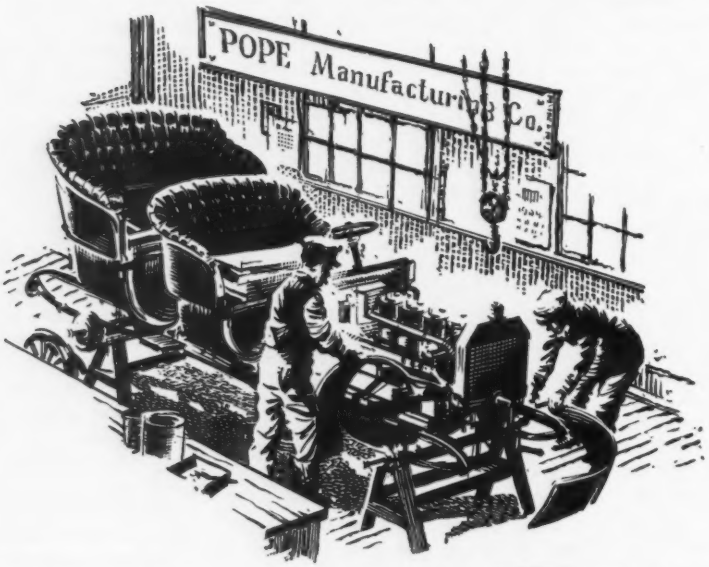
But to interpret the purpose of freedom to be wealth and to interpret the purpose of wealth to be ease, retirement, pomposity, quitting the struggle, enjoyments of the flesh, show-offs is to give freedom a base purpose. It is to associate freedom with lust. It is to proclaim that God's design has little more to it than wine, women and song—no more to it than night clubs, mink coats and vacations. Making retirement from one's job compulsory is symptomatic of this misinterpretation.

So the command system begins to grow. Considering the nature of our faults it is logical that we should be deprived of our freedom. But freedom is a prerequisite to man's creative expression. Eventually man must be free; it is human destiny. And man will be free. However, his freedom is conditioned on his understanding of it and its purpose.

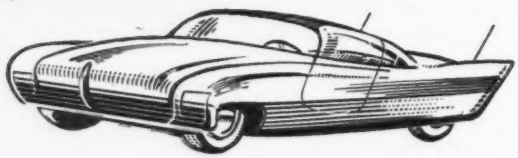
The command system is creating its own anti-agents. Its utter abhorence is stimulating tens of thousands of Americans, of all ages, to study, reflection, contemplation—about freedom. They are discerning its deeper values. They are regaining their faith in free men. They are coming to understand and, in understanding, are learning to explain. They are seeing that wealth, a by-product of freedom, is not for a recess in life's activities but, instead, is for a release that they may work harder than ever at those creative ventures peculiar to their own persons. They are seeing that freedom is the gate to new levels of the intellect and of the spirit.

The command system is the opposite, the error, the thing to be stepped on and overcome; it is the tension that will spring man into a more wholesome concept of freedom. And this is its role in man's "becoming."

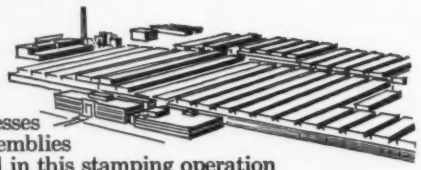
Connecticut Highlights from the story of the PRATT & WHITNEY COMPANY



HIGH STYLE on the HIGHWAYS



The famous Pope-Hartford auto, produced at Hartford, Connecticut from 1897 to 1912, was considered a demon in its day for power and hill climbing ability. Laboriously built by one-at-a-time hand methods, cars of this vintage were primitive, box-like . . . and relatively expensive. By contrast, today's advanced models are sleekly streamlined with graceful curves . . . and mass production makes them available at prices millions of Americans can afford.



In mass producing modern cars, huge presses stamp out entire tops, sides or fender assemblies in a single stroke. The massive dies used in this stamping operation are produced by Pratt & Whitney Keller Machines. Weighing over 50 tons, these giant Kellers economically and automatically reproduce in solid steel, the complex shapes of wood or plaster models! Your new car's new look — and much of the advanced mechanical efficiency hidden under its hood, too — gets its start at Pratt & Whitney in West Hartford.

MACHINE TOOLS • CUTTING TOOLS • GAGES

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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

AN OUTSTANDING safety record compiled for over three and one-half years by the chain division of the Locke Steel Chain Company, Bridgeport, was recently broken after 1,145,894 hours without a disabling injury were tallied. The record was marred by a minor accident to an employee in the heat treating department.

Approximately 150 employees began the long record November 12, 1952. A plaque will be awarded the company by Frank A. Walker, agent for Liberty Mutual Insurance Co. for the record made under "heavy industry" conditions.

★ ★ ★

A NEW "SKIN-PAK" MACHINE has just been announced by The Auto-Vac Co., Bridgeport. The machine is designed for complete versatility in either packaging applications, or low-profile (up to 7″) drape forming applications, such as food containers, toys, novelties, displays, etc.

The machine is said to be especially adaptable for the new Skin-Packing process whereby products, such as hardware, small tools, cosmetics, and notions, are placed onto printed, adhesive coated, perforated cardboard, and fed into the loading platform. A section of thin plastic film is heated above the merchandise and then the products are pushed up into the hot plastic and simultaneously a vacuum is drawn, forming the plastic skin-tight around the product and adhering the plastic to the cardboard.

★ ★ ★

THE SOUNDSCRIBER CORPORATION of New Haven, manufacturers of electronic dictating and transcribing equipment, is again publishing its bimonthly field and employee publication, "Soundscripts."

The publication is designed to give SoundScriber sales offices from coast-to-coast material that can be used in their sales programs. The contents of the periodical include write-ups on SoundScriber equipment applications, celebrity users, large installations and personal items of interest.

Through the use of a four-page insert, the publication also becomes SoundScriber's house organ. Employees enjoy reading about how their equipment is used and who is using it.

Robert S. Heath has been appointed editor. He is assisted by Barbara W. Treat, advertising assistant.

★ ★ ★

IN A PLANT EXPANSION program that will more than treble the manufacturing facilities of the Sterling Die division of the Pratt & Whitney Company, Inc., West Hartford, announcement has been made of plans to erect a new modern unilevel factory in the suburban area of Cleveland, Ohio.

Sterling Die, which became a division of Pratt & Whitney last Decem-

The Cover

THIS MONTH'S cover Photo shows a foundry man pouring molten metal into molds which move on gravity rollers at The H. B. Ives Company's new factory in Hamden. Ventilation hood and exhaust pipe carry off acrid smoke emitted from crucible.

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Portable Partitionettes at Torrington Mfg. Co.

Barney's installation of Arnot Portable Partitionettes for Torrington Mfg. Co. resulted, according to a company spokesman, in creating "a smooth flow of traffic through inter-related departments while providing separation and privacy. The flexibility of the movable partitionettes also provides for future changes or expansions of layout at a minimum of cost."

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ber, is noted for the manufacture of thread rolling dies.

★ ★ ★

IN WHAT IS TERMED to be one of the greatest advances ever made in sporting firearms design, Remington Arms Company, Inc., Bridgeport, has announced the development and production of another autoloading shotgun as an addition to its famous line of high quality firearms.

It is the Remington Sportsman-58, a 12 gauge, three shot gas-operated autoloader in which is incorporated a number of new and unique features which will appeal to shotgun fanciers.

★ ★ ★

SOME 20 ENGINEERS at The Connecticut Light and Power Company, Berlin, have been going back to "night school" each week recently to study the Fundamentals of Nuclear and Reactor Physics. The course covers the basic science of atomic energy and the physics of reactor design and related subjects. Emphasis is on nuclear engineering as contrasted to physics, and the application of nuclear energy as contrasted to theory.

The idea of the 14-session course was originated by CL&P vice president and consulting engineer Calvin T. Hughes. He and other top officials of the utility have been keeping a close watch on the continuing development work of atomic power and the initial integration of nuclear-fueled power plants in the nation's power generating system. To prepare for the day when CL&P becomes actively involved in the atoms-for-power field, it was felt that a course providing a foundation in atomic science, common to engineering and operating personnel, was necessary.

★ ★ ★

A NEW, two-page folder has just been released by the Esbec Barrel Finishing Corp., Byram, covering specifications and application information on fourteen different Esbec Color-coded compounds and abrasives. Of particular interest is a unique compound-use chart included in the folder. The chart is a quick, handy reference for determining recommended compound types for various materials and different finishing operations.

The free folder also includes full information on the exclusive color-coding features of Esbec compounds and abrasives.

★ ★ ★

A NEW twelve-page reference booklet on "Metal Finishing Standards" is offered free by The Allen Manufacturing Company, manufacturers of Allen Head Socket Screws and other products. Described by the company as a "real first in the socket screw industry," the new booklet covers the subject of plating and surface treatment of Allen products very thoroughly.

First section of the booklet is devoted to general facts on metal finishing, with a discussion of purposes for various types of finish, thread fits, formulas for calculating thread sizes before plating, quality requirements, hydrogen embrittlement, and protective handling and packaging methods. The second section, arranged in table

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form, covers various types of plating, with a clear statement of advantages and limitations, applications, specifications, and appearance of each type. The third section is a similar table for various types of surface treatment.

★ ★ ★

A FIRST ANNUAL "national recognition award" of the Chamber of Commerce of the United States was presented recently to Pitney-Bowes, Inc., of Stamford.

One of five business firms to win first-place trophies, Pitney-Bowes was judged outstanding among industries of its size in fostering economic understanding among employees. The award was presented at the organization night dinner of the National Chamber's 44th annual meeting.

Award recognition, to 15 state and local chambers of commerce as well as the business firms, was based on programs developed during 1955 "to strengthen the economic life of the nation at the community level."

Business firms were judged on their efforts to build better economic understanding through such media as employee publications, employee annual reports, letters to employees, employee

A FIRST ANNUAL "national recognition award" of the Chamber of Commerce of the United States, presented to Pitney-Bowes, Inc., Stamford, by Boyd Campbell (left) National Chamber president, is accepted by Frederick Bowes, Jr., Pitney-Bowes vice president. One of five business firms to win first-place trophies, P-B was judged outstanding among industries of its size in fostering economic understanding among employees.

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meetings and bulletin boards. A merit citation went to the Bridgeport Brass Co. of Bridgeport. Honored for their achievement in "stimulating informed and effective congressional action" were the chambers of commerce of Greenwich and Waterbury.

★ ★ ★

JOSEPH W. DUERR has been elected secretary of Robert Gair Company, Inc., manufacturer of paperboard and paper products, George E. Dyke, president, has announced. Hugh C. Jenkins and James A. MacKenzie were elected assistant secretaries.

The election followed the announcement that Wilbur F. Howell, secretary of the company since 1930, has resigned this office but will continue with the company on special assignments for the president.

★ ★ ★

AS THE LATEST STEP in a major expansion program, Consolidated Diesel Electric Corporation, Stamford, has added 20,000 square feet of plant space to its facilities, according to Norman I. Schafler, company president.

Reflecting the increasing volume and scope of manufacturing by Con Diesel, the expansion program includes nearly 5,000 square feet of additional engineering space, and modernization and improvement of existing facilities and equipment.

Con Diesel, which designs, engineers and produces specialized lines of aircraft servicing and testing equipment, and electric generating equipment, moved to Stamford in 1950.

★ ★ ★

THE ASSETS of the Allen Manufacturing Company of Hartford have been acquired by the Chicago Pneumatic Tool Company.

James G. Osmond, president of Allen, which makes Allen set screw and other hexsocket products, announced that manufacturing and selling operations of the Hartford concern will not be affected by the sale.

Incorporated in 1901, Chicago Pneumatic Tool has executive offices in New York City and manufactures air compressors, diesel engines, oil well drilling equipment, mining tools, aircraft actuators, and portable pneumatic and electric power tools.

★ ★ ★

THE RESULTS of a Micron hardness testing program used by Superior Steel Ball Company, New Britain, to de-

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termine the results of their rotary carburizing heat treating process were recently released by the company.

The test was performed to determine the true nature of the rotary carburizing heat treating process used by Superior. In such a process the hardness of the metal should gradually decline from the outside shell to the core.

Balls manufactured in the regular production at Superior were cross sectioned and the hardness determined every five thousandth of an inch. The advantages of such a graduated structure are said to be excellent resistance to shock and crushing strength. Such a ball resists cracking or splitting to a marked degree.

★ ★ ★

A NEW variable speed, internally-geared Varidrive motor, with take-off shaft and motor on the same side, has been developed by U. S. Electrical Motors, Inc., Milford. The new motor is said to be ideal for low-speed applications requiring variable speed, where weight distribution and limited space is a factor. Designated Type VEV-1-GD (double reduction) and Type VEV-1-GM (triple reduction) the new units are available up through 5 HP.

Both upright and horizontal assemblies are on production with either drip-proof, totally-enclosed or explosion-proof motors. The company states that these Varidrives are extremely compact, providing very slow speeds and high torque without resorting to the use of separate gear boxes, speed changers, extra couplings, guards, and other extraneous material.

★ ★ ★

A NEW BROCHURE describing the operation of the Multra Automatic Assembly Machine has been published by the Multra Corporation, a subsidiary of Barnes Engineering Company, Stamford.

The 12-page, two-color brochure fully describes all features of the 7,000 pound machine and details its complete, part-by-part assembly of a single product. Construction of the machine, position of the tools and vibratory feeders around the work table, mechanical features, feed-back system, electrical controls and overall size are graphically described and illustrated. Copies are available from the company.

★ ★ ★

A SPECIALLY CONSTRUCTED Gair-Reynolds Foiline display card is being used by Clinton Nurseries, Inc., of Clinton, for the packaging of its new plant polish. The card, produced by the Gair Cartons Division of Robert Gair Company, Inc., is designed to display and merchandise the product. It is of one-piece construction, doubled under and glued at the back to form a pocket into which the product is fitted through a die-cut opening in the front panel.

Three green ivy leaves and brief merchandising copy on the front panel explain the purposes for which the product is used. The display is printed black and green on gold Foiline with instructions for use of the product on the back of the card.

★ ★ ★

THE APPOINTMENTS of Franklin S. Atwater as general works manager and Thomas J. Leonard as general production manager were announced recently by The Fafnir Bearing Company, New Britain.

Formerly assistant works manager, Mr. Atwater will direct all manufacturing operations in his new capacity. A graduate of Massachusetts Institute of Technology, he served on the faculty there before joining Fafnir in 1939. He became industrial engineering manager in 1946 and assistant works manager in 1953.

Mr. Leonard's new assignment places him in charge of all production control activities in both the office and factory production divisions. He has been associated with Fafnir since 1917 and has been engaged in production control work since 1921.

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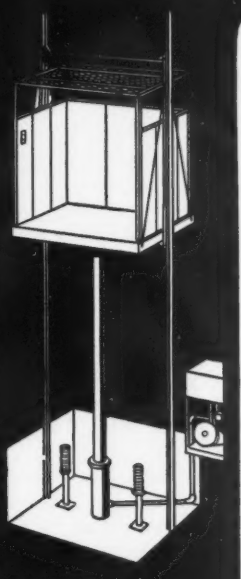

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JOHN C. CAIRNS, president of The Stanley Works of New Britain has announced plans for a new manufacturing plant designed to double the company's production of steel strapping. It will measure 180 by 550 feet. Adjoining it on a different level will be an office building 300 by 150 feet. Both will be of brick, glass and steel, one story high.

Steel strapping production activities which are now scattered among half a dozen buildings, will be concentrated in the new plant, as will the manufacture of steel strapping tools. In conjunction with this, The Stanley Works also will expand its steel manufacturing operation in New Britain, to provide the essential materials for the additional volume of steel strapping.

Smith, chief tool engineer of the machinery division of the company, expects to enter Mount Holyoke College in the Fall. Mr. Argazzi has elected Dartmouth as the college of his choice. He is the son of Enzio J. Argazzi, Pratt & Whitney shipping clerk.

★ ★ ★

A NEW ENGINEERING department to serve The Torrington Company's Specialties Division has been announced by Byron T. Virtue, vice president of engineering. The new section headed by Paul R. Glazier is organized to meet the increased business volume of the Specialties Division.

Mr. Glazier, who has been chief product engineer for the Bearings Division since the spring of 1955, is a mechanical engineering graduate of

A. H. D'ARCAMBAL, president of Pratt & Whitney Co., Inc., West Hartford, congratulates scholarship winners Polly S. Smith of Hartford and Robert A. Argazzi of Berlin.

ANNOUNCEMENT of the award of two four-year scholarships has been made by A. H. d'Arcambal, president of Pratt & Whitney Company, Inc., West Hartford.

Polly S. Smith of Hartford and Robert A. Argazzi of Berlin have won the two scholarships which honor former company presidents Clayton R. Burt and Frederick U. Conard. The four-year scholarships provide tuition and fees up to $1500 per year for each recipient during the entire college course. They are available to sons and daughters of Pratt & Whitney employees.

Miss Smith, daughter of Richard A. Worcester Polytechnic Institute. He joined The Torrington Company as a trainee in the Needle Division, and was transferred to the Research Department in 1938. He also served as a staff engineer in the Bearing Engineering Department previous to his promotion to assistant chief engineer of that division in December 1953.

★ ★ ★

PERRY R. ROEHM, executive vice president of Norden-Ketay Corporation, which has a plant in Milford, was elected to succeed Morris F. Ketay as president of the company, it has been announced by Paul W. Adams, chairman of the board.

Mr. Roehm, who has been associated with the precision instrument industry in executive capacities since 1940, joined Norden-Ketay in March 1955. He was previously vice president and director of Barden Corporation.

★ ★ ★

FOR THE SECOND TIME within a month, the employee publication of Rockbestos Products Corporation, New Haven manufacturers of wire and cable, has received recognition for an article which appeared in the magazine, *The Hourglass*.

The latest recognition came for an article called "Esprit," which used the question-and-answer technique for describing how employees benefit when the company makes a profit. The magazine *Score*, which is devoted to developments and trends in employer-employee relations, commended the Rockbestos article and the editor of the magazine, Miss Lillian Pederson.

★ ★ ★

"JOLLY-BOAT" is a new Connecticut-made product which is designed to offer young and old a new kind of water enjoyment. It is a four-foot, seagoing craft that is a "Treasure Island" coracle, a canoe, cradle and life preserver all in one, according to the manufacturer, Shipmate, Inc., Hamden.

Designed by Winthrop L. Warner, naval architect, Jolly-Boat is a practical size, 48″ long, 10″ deep and 32″ wide, and weighs about 10 pounds. It is claimed to be leakproof—patent process-molded in one piece, is enclosed by a large 2¼″ diameter flotation ring or gunwale and is supported by a central rib to stay afloat even when full of water.

★ ★ ★

A NEW LUBRICATION GUIDE has been offered by The Waterbury Farrel Foundry & Machine Co., Waterbury. The booklet covers lubrication systems and requirements of all machinery built by WF's four divisions. Equipment covered includes: bolt, nut, screw and rivet machinery; power presses; wire, rod and tube machinery and rolling mill machinery.

The guide, extensively illustrated, explains in detail the following systems used singly or in combination on WF machines: Circulation oiling, centralized pressure lubrication, bath-splash oiling, centralized gravity feed and hydraulic systems. The booklet also covers lubrication factors and offers additional information on pressure

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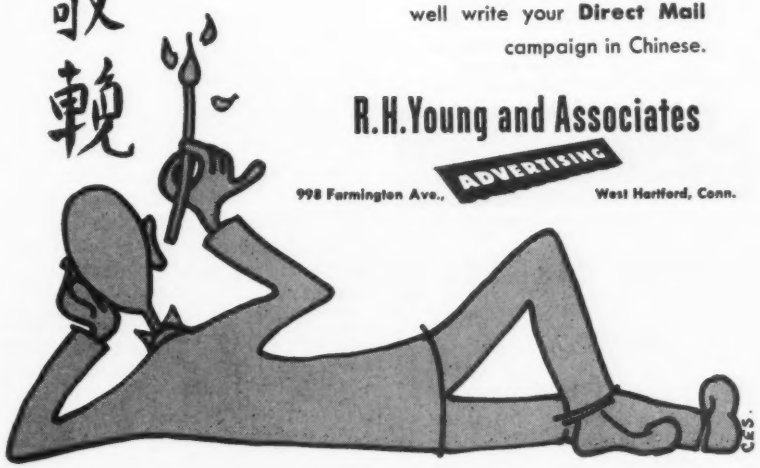

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fittings, grease cups, oil cups, ring oiling and hand application of lubricants. Copies are available from the company.

★ ★ ★

PROMOTIONS affecting five of the major officers of United Aircraft Corporation and its Pratt & Whitney Aircraft division were announced recently by the corporation's board of directors.

H. M. Horner, president since 1943 and a director since 1942, was elected chairman of the corporation, a position that had been held by Frederick B. Rentschler until his death on April 25. Mr. Horner retains his previous designation of chief executive officer.

Leonard S. Hobbs, vice president for engineering, was elected vice chairman. As his primary responsibility, he will continue to direct the corporation's broad engineering and research programs. He has been a United director since 1942.

William P. Gwinn, general manager of Pratt and Whitney Aircraft since late 1943 and a vice president since 1946, was elected president and chief administrative officer. He was also elected to the board of directors and made a member of the board's executive committee.

Wright A. Parkins, engineering manager of Pratt & Whitney Aircraft since 1944, was elected general manager of Pratt & Whitney Aircraft, a vice president of the corporation, and named a member of the operating and policy committee.

Arthur E. Smith, assistant engineering manager since 1952, was appointed engineering manager of Pratt & Whitney Aircraft to succeed Mr. Parkins.

★ ★ ★

ROBERT P. LEE, area development manager of The Connecticut Light and Power Company, Berlin, has been appointed to the Committee on Economic Policy of the United States Chamber of Commerce, according to an announcement by Chamber president, John S. Coleman.

The committee studies national problems that affect the stability and growth of our economy, and helps develop Chamber policies and programs to meet these problems.

★ ★ ★

THIS YEAR'S Gold Medal Award of the New Haven Advertising Club was recently bestowed on Harry L. White, former president of the New

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HARRY L. WHITE, left, former president of the New Haven Chamber of Commerce and president of the New Haven Dairy, is shown receiving the New Haven Advertising Club's Gold Medal Award from Mayor Richard C. Lee. Left to right are Mr. White, Mrs. White, John Hine, Ad Club president; Mayor Lee, and J. Frank Bean, chairman of the committee which arranged the dinner at which the presentation was made.

Haven Chamber of Commerce and president of the New Haven Dairy.

The award is presented annually to a local citizen for outstanding service to the community. Mr. White was the 21st person to receive it. He received the Eagles' award for outstanding service to youth in Connecticut in 1954, and last year was named to the Mayor's Committee on Juvenile Dilinquency.

Mr. White is past president of the Ad Club, past president of Kiwanis, past president of the Quinnipiac Council of Boy Scouts, a member of the Citizens Action Committee, president of the New Haven Milk Dealers' Association, an incorporator of Junior Achievement, Inc., in New Haven, and vice president and chairman of the organization's finance committee.

★ ★ ★

"WIRE FORMING SPECIALISTS" is the title of a new brochure being offered by The Risdon Manufacturing Company, Naugatuck. Text and illustrations describe the company's ability and facilities for pointing, forming, stamping and finishing of products and components made from .015" to .025" diameter wire.

The brochure also shows pointing, threading and other wire end operations performed by Risdon and examples of work produced on Risdon's strip metal stamping and drawing facilities.

★ ★ ★

STUDENTS from Glastonbury, Hazardville and East Windsor, sons of employees of Hamilton Standard, have been chosen as winners of the Raycroft Walsh Scholarships in the United Aircraft Scholarship program for 1955-56.

The winners, announced by Erle Martin, general manager of Hamilton

FOR TOUGH LUBRICATING JOBS

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Roller Bearing Lubricant	575%
Forming Dies	400%
Escalator Gear Lubricant	700%
Cutting Tools	300%
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Grinding Machine Screws	200%
Glass Machine Lubricant	400%
Taps	300%
Broaches	300%

These increases are due to 4 reasons.

(1) Molykote resists pressures far beyond the yield point of any metal. Its lubricity improves with increasing pressures.

(2) Molykote resists wear during extensive cycling.

(3) Molykote resists extreme temperature. It is thermally stable from —300°F to 750°F.

(4) When used dry Molykote does not collect abrasives.

Molykote contains highly purified molybdenum disulfide, a mineral with 40 lubricating layers in 1 millionth of an inch and a high tenacity for metal. There are 16 types in grease, powder, liquid and bonded coating forms. Write or call about your difficult "fringe area" lubricating problems. Ask for field reports for your industry.

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FRITZELL
Better Castings
Since 1916

Experience ★
Adds SALES APPEAL

The satisfaction of a host of manufacturers over four decades is as fine a testimonial to our performance and "know-how" as any foundry can claim. Yes, since 1916, we have enjoyed this reputation for producing porosity-free brass, bronze and aluminum castings of uniform, mechanical and structural strength . . . which add to the SALES APPEAL and PROFITS of New England manufacturers' products.

Our ability to make intricate, sandmolded castings that completely satisfy the nation's foremost manufacturers for 40 years has earned the reputation, "When nobody else can make it, Fritzell can".

Why not trade on this valuable experience to improve your product performance, acceptance and sales?

WRITE or PHONE today for further information
Pattern facilities available
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FRITZELL
Foundry & Casting Co.
Since 1916
BRASS, BRONZE & ALUMINUM CASTINGS
571 Dixwell Ave., New Haven, UNiv. 5-6996
★ ★ ★

Standard, are Philip H. Clark, Glastonbury; Nelson C. Hallas, Hazardville, and Robert A. McClatchey, East Windsor.

The Walsh scholarships, for which sons of Hamilton Standard employees may compete, will pay the recipients' full tuition and laboratory fees plus $500 a year for the study of engineering or an allied science at the colleges of their choice. The plan calls for two awards a year, but a third was added this year because the candidates were "unusually outstanding", Mr. Martin said.

★ ★ ★

MANSAVER INDUSTRIES, INC., of New Haven, recently exhibited their latest developments in material handling equipment at the June Exposition at Cleveland. The company's booth consisted of four panels with blow-up photos and 8″ by 10″ glossies depicting actual plant installations of Mansaver Grabs for sheet metal, paper roll, metal coil and special materials handling.

Mansaver's recent innovation in handling metal coils of considerable weight with the new style G-1616 Coil Tong, was a feature of the exhibit. Also featured was the company's new 1624 Coil Turnover Grab for handling coils of any size.

★ ★ ★

JOHN J. HOWARD has been named director of research and engineering for Underwood Corporation, according to an announcement by W. G. Zaenglein, executive vice president.

Mr. Howard, whose headquarters will be in the Underwood General Research Laboratory in Hartford, will also direct the business machine company's development activities in other plants.

Before joining Underwood, Mr. Howard was manager of engineering services for the Burroughs Corporation. A graduate of Kansas State College and Massachusetts Institute of Technology where he served as a research associate for several years, he is active in a number of professional engineering societies and author of technical papers.

★ ★ ★

APPOINTMENT of Chester B. Hayes as sales promotional manager of the M. H. Rhodes Co., Hartford, has been announced by Edward J. Doyle, vice president in charge of sales.

Mr. Hayes was formerly associated with Gray Research of Hartford, and Kalart, Inc. of Plainville.

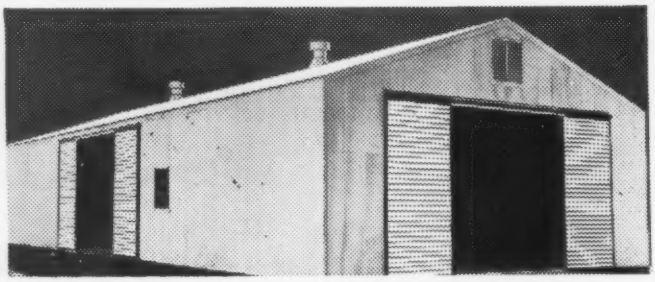
HARVEY HUBBELL, president of Harvey Hubbell, Inc., manufacturers of wiring devices, Bridgeport, is shown taking the first shovel full of dirt in preparation for construction of a new 60,000 sq. ft. plant addition. Shown with Mr. Hubbell (center) are left to right, Harry G. Lindsay, building architect; Hon. Jasper McLevy, Mayor of Bridgeport, and William H. Hubbell, son of the president.

CONSTRUCTION of a new four-story building, 60 by 200 feet, has been started by Harvey Hubbel, Inc., manufacturers of wiring devices, Bridgeport. The new structure will adjoin Hubbell's main building and will add 60,000 square feet of space to existing facilities, bringing total manufacturing, office and warehousing space to more than 300,000 square feet.

Harvey Hubbell, Inc. was founded in 1888. It has specialized in the man-

Wise investment for industry and commerce

THE STRAN-STEEL® RIGID-FRAME 40′ BUILDING



COMPARE THESE ADVANTAGES:

- Permanent, all-steel construction.
- Quick and easy to erect.
- Low cost per square foot.
- Can be insulated or lined easily and economically by nailing to the Stran-Steel Nailable Framing members.
- Standard steel sliding and walk-in doors, steel sash, louvers, ventilators and other accessories available with building package.

SPECIFICATIONS—40 ft. x 40 ft. with additional lengths in sections of 20 ft. Covered with 26-gauge galvanized steel sheets. Wall height, 14 ft. 6 in. ***Stran-Steel Buildings are products of Great Lakes Steel Corporation, a unit of National Steel Corporation.***

TOPMOST BUILDING CO.
WEST GOSHEN · CONNECTICUT

STRAN-STEEL BUILDINGS ARE PRODUCTS OF THE GREAT LAKES STEEL CORPORATION, A UNIT OF NATIONAL STEEL CORPORATION

ufacture of electrical wiring devices and machine screws since that date. The company stated that increased 1956 volume, due to normal growth of the industry, plus that expected from the introduction of several new products, necessitates the addition of manufacturing to its existing facilities in Bridgeport. The firm is planning to bring out a number of new products in the wiring device field within the next few months.

★ ★ ★

EDWARD P. GILLANE, president of Potter & Johnston Company of Pawtucket, Rhode Island, has been elected executive vice president and a director of the Pratt & Whitney Company, Inc., West Hartford, according to an announcement made by L. D. Silberstein, chairman of the board.

At the same time Mr. Silberstein announced that J. Potter Cunningham, vice president and sales manager of Potter & Johnston, a P & W subsidiary, was elected president of the Pawtucket firm to succeed Mr. Gillane.

★ ★ ★

DOUGLAS A. LAPHAM has been elected vice president of the Sessions Clock Company, Forestville according to an announcement by W. K. Sessions, Jr., executive vice president.

Mr. Lapham will continue to be responsible for the overall marketing of Sessions' products. He joined the company as manager of the clock division in 1952, having been associated with Booz, Allen and Hamilton, management consultants in New York. Previously he had been assistant general sales manager of the Silex Company.

★ ★ ★

ALBERT J. PORTER, manager of the specifying department of the Steel Division of the Stanley Works, was honored recently for completion of 50 years of continuous employment with the company. C. J. Diemand, plant manager of the division, presented him with a 50-year pin and a miniature early American tool box filled with 50 silver dollars.

Mr. Porter started at the Stanley Works in 1906 as a timekeeper in the steel department. He became assistant manager of that department a year later and manager in 1931.

★ ★ ★

A FACTORY reorganization program at Sargent & Co., New Haven, which

Enthone of New Haven . . . besides being your prime local source for metal finishing chemicals . . . is internationally famous for the development of specialty products for metal finishing. Some of these are ENSTRIPS . . . Patented Products for Selective Dissolving of Metals.

For example, ENSTRIP A — U.S. Patent No. 2,649,361 was the first product offered the metal working market for dissolving nickel plate from steel without attacking the basis metal. And there are other selective strippers in the ENSTRIPS group to meet any requirement.

If you're faced with any metal finishing problem, consult your ENTHONE finishing specialist, ***First.***

For fast technical service and delivery of all plating chemicals

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THE COLONIAL BLOWER CO.

54 Lewis St.
Plainville, Conn.
Phone Sherwood 7-2753

BLOWER CO. COLONIAL PLAINVILLE CONN.

will permit a greater centralization of production efforts through the appointment of four unit superintendents, has been announced by Works Manager Stanley R. Cullen.

Under the change, J. Rankin Magill and Jess Whitney become manufacturing superintendents in the Water Street hardware plant. Each will be responsible for running approximately one-half of the Sargent manufacturing departments.

John S. Brozek becomes superintendent of manufacturing engineering and James M. Mudie has been named superintendent of factory controls.

★ ★ ★

THE BREEZE CORP. of New Jersey has recently purchased the slip-ring manufacturing business of PM Industries, Stamford. The slip-ring production has been the major business of the Stamford plant.

PM Industries was purchased in February of this year by Union Electric Mfg. Co.

★ ★ ★

EXPANDING into a new communications equipment field, Dynamics Corp. of America, which owns and operates the Winsted Hardware Manufacturing Company, Winsted, has recently acquired Eldico Corp., a pioneer developer and producer of "single sideband" radio transmitters that enemy missiles and planes cannot "home in" on, it has been announced by David T. Bonner, DCA president.

The acquisition, according to the president, gives DCA a strong position in the rapidly expanding field of single sideband radio now being developed for the army, navy, air force and signal corps, as well as for coast guard, civilian ship-to-shore communications, police, fire, taxi and other mobile radio uses.

HAVING COMPLETED classified research work in development of a new chemical process, one of the Waterbury plants of American Cyanamid Co. was closed on June 30. The plant has been operating for about two and one-half years. The other Waterbury plant, the Industrial Chemical Sales Division, will continue to operate.

For security reasons there has been no disclosure of the number of employees at the research plant. The technical staff of the plant will probably return to the company's research laboratories in Stamford.

Women's Club Group Visits Electrolux

(Continued from page 13)

Although the attendance was disappointingly small—less than half the average and about a third as large as the maximum attendance of more than 200—it may be accounted for by virtue of the fact that many women in the Greenwich-Stamford area had, at one time or another, visited the Electrolux plant, and the prevalent difficulty in securing large attendance by women living more than 50 to 75 miles from the plant to be visited. The small attendance is all the more regrettable because of the deep impression made upon those present concerning the cleanliness and order in the plant, and the lengths to which the company has gone to create a harmonious atmosphere in which to work and play through its recreational building and the beauty of its recreational areas.

Case History of a Marketing Campaign

(Continued from page 11)

and what they will accomplish under any given circumstances. Although this step included several phases, those used in the 1955 campaign involved stimu-

PLUGMOLD 2000
FASTER! EASIER! CHEAPER! TO INSTALL . . . Unlimited convenience outlets in a continuous run — for homes, offices, factories, schools, hospitals, hotels — any building, new or old!
Write today for new Plugmold 2000 booklet!
THE WIREMOLD COMPANY · HARTFORD 10, CONN.

lation of the sales force to greater effort by merchandising company publicity and company advertising to sales representatives and to all levels of distribution personnel through the "Voice of Vulcan," house organ publication, by the showing of a "live" exhibit of the company's latest product at the International Heating and Ventilating Exposition, by flying sales meetings in all company territories where all points about the product and how to sell it effectively were dramatized by "live" exhibits to all levels of distribution personnel, including architects and contractors.

Step six—Operate—involved the actual selling campaign and the constant stimulation of sales by means of continued advertising, and all other means previously mentioned, with variations to suit the circumstances.

Results

The overall result of this program in 1955 was that most sales representatives joined the early Vulcan crusade to "be competition rather than to meet it." They increased their sales from 2% to 179% to surpass all previous Vulcan sales volume.

By means of the foregoing planned outline carried into action, accenting the sale of Vulcan "Home Conditioning," the company thereby broke all previous records in the sale of Vulcan Baseboard Radiation which made this air conditioning possible. It was an apt illustration of Elmer Wheeler's talk given hundreds of times to sales management groups throughout the country entitled, "Selling the Sizzle Instead of the Steak." Vulcan created and sold a new sizzle (Home Conditioning) for the old steak, with an added improvement to create a cool sizzle as well as a hot one.

New Products

Not content with the new high record attained in sales of baseboard radiation in 1955 Vulcan executive vice president, Gordon Bennett, and Milton Lundgren, vice president in charge of sales, got their heads together again and came up with a smartly redesigned patented camp stove for which they secured the manufacturing rights from the inventor of the stove in cruder form. Its introduction at the "National Sporting Goods Show", held in Chicago in January this year, marked the beginning of the company's first bid for business in the American "outdoor" market. Full details and a photo of the stove were

JOHN J. PLOCAR *Company**

MANAGEMENT CONSULTANTS

SPECIALIZING IN MANAGEMENT PROBLEMS OF SMALL AND MEDIUM SIZED COMPANIES

- **Organization**
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- **Foremen's Bonus**
- **Office Procedures**
- **Personnel Administration**

UPON REQUEST WE WILL GLADLY SEND, WITHOUT OBLIGATION, A COPY OF OUR FREE BOOKLET, "AN IMPLEMENT TO SOUND MANAGEMENT."

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STAMFORD, CONNECTICUT

NEWS ABOUT FORGINGS!

WRITE FOR BILLINGS FORGINGS BROCHURE

The Billings & Spencer Co., 2 Laurel St., Hartford 1, Conn.

Please send Forgings Brochure to:

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HOW DO YOU WANT 'EM?

Large or Small?
Light or Heavy?
Simple or Complex?

Billings drop forging engineers and craftsmen have the:

Equipment
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Know-How . . .

To Meet Your Needs!

SEND YOUR SPECS TO

THE BILLINGS & SPENCER CO.
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BILLINGS®

Quality Tools & Forgings Since 1869

published on page 28 of the News Forum section of the January issue of *Connecticut Industry*. The "Safety-Chef" camp stove measures only six by five inches closed, with two heavy aluminum cooking utensils doubling as a container.

Similar publicity and advertising techniques, used in building sales for Vulcan "Home Conditioning" through the use of its finned tube baseboard radiators, are bringing in a satisfactory volume of sales not only for the "Safety-Chef" stove, but also for the patented non-explosive, non-melting, odorless, carbon-free solid fuel and Vulcan "Fire Starters," also made from the same solid fuel used for the stove, except in different form. The stove fuel is packed in cans to fit the stove and packaged in well-designed cartons, six to a carton. The fire starters are likewise packaged in a small carton containing 48 starters. These non-melting fire starters, which may be used to start both indoor as well as outdoor fireplace fires, burn approximately 10 minutes. The "Safety-Chef" stove, safety fuel and fire lighters are being sold through manufacturers representatives to jobbers whose salesmen find outlets to consumers through retail sporting goods, hardware and department stores.

While this story of how an established company "teed off" for a higher objective with the aid of a small change in one of its established line of products and diversified with a new line of products may be "old hat" to many larger companies, it outlines an organized marketing technique which may be helpful as a guide to medium size and small companies in promoting the sale of their products.

Personnel Managers!

A TREAT FOR YOUR PEOPLE THIS SUMMER

WESTPORT COUNTRY PLAYHOUSE

NOW IS THE TIME TO PLAN YOUR—

Summer Outing at Connecticut's two famous theatres—

THE AMERICAN SHAKESPEARE FESTIVAL at STRATFORD

and the WESTPORT COUNTRY PLAYHOUSE in WESTPORT

☆ ***GOOD FOR MORALE***

☆ ***FUN***

☆ ***DISCOUNTS FOR PARTIES***

MAC and Vocational Bureau Sponsor Technical School Competition

(Continued from page 15)

sembled in its large auditorium to witness the brief prize award ceremonies to the winners of the machine competition. Prize winners were: Rudy Gondar and William Gallagher from the Bullard-Havens Technical School, who won first and fourth prizes respectively; Paul Hanecak of the E. C. Goodwin Technical School, New Britain, second prize; and William Guglielmi of the Putnam Technical School, Putnam, third prize.

The prizes given by the Association in recognition of outstanding accomplishment in machine shop skills and presented by its president, Albert S. Redway, were: Universal Bevel Protractor with 7″ blade, first prize; Universal Precision Gage Set with case, second prize; 2″ Micrometer Depth Gage, third prize; and a set of four telescoping depth gages in case, 4th prize.

Before presenting the prizes Mr. Redway said that judging was extremely difficult due to the excellence of the projects submitted. He called the entries a credit to the Connecticut State Education Department Vocational Services, headed by Mr. O'Brien. He further commented that a recent survey by the state Manufacturers Association showed that in the 10 largest firms of its membership seven of these 10 industries are headed by men who worked from the bottom up.

"More than ever before, opportunity is yours," he said. "But no matter how old or young we may be—all of us—let us remember that rewards in dollars and cents as well as in the enjoyment of life come to those who never stop learning."

Following the presentation of prizes, Emmett O'Brien, state director of Vocational Education, presented each of the winners with a special certificate of recognition. Similar certificates

A road earning money? Absolutely! Every road earns money in the form of gas taxes and license fees paid by drivers using it. The more vehicle miles of traffic a road handles the more money it earns.

The road pictured is U.S. 5 south of Hartford, Conn. It carries a daily average of 40,000 vehicles, many of them commercial. Here's how the earnings of this concrete road are computed:

Vehicles traveling this road per day	40,000
Times average vehicle tax per mile in Conn.	$ .0058
Equals earnings per day per mile	$232.00
Times number of days a year	365
Equals annual earnings per mile	$84,680
Minus the annual cost to build and maintain such a road during its lifetime	$10,000
Equals annual profit earned per mile	$74,680

Similar analyses elsewhere show that concrete roads earn the most "profit." That's because they attract the most traffic and have the longest life.

For example, concrete carries the load on 92% of the pavement of the 25 most heavily traveled rural road sections in America. And official studies reveal that concrete has at least twice the life expectancy of the next most commonly built pavement.

Concrete roads usually earn *more* than they cost to build and maintain. The "profit" pays for additional miles of new highways. In contrast, other commonly built pavements have such a relatively short life and require such frequent and expensive maintenance that they earn *less* than they cost to build and maintain. Thus they drain an increasing amount from available funds for maintenance, leaving a decreasing amount for building critically needed new mileage.

Highway users expect engineers and public officials to invest their money in roads paying the best dividends. That means paving all main roads with concrete, the self-supporting, profit-making pavement.

For more information about designing and constructing low-annual-cost, high-earning-capacity concrete highways, write today for free literature, which is distributed only in the United States and Canada.

PORTLAND CEMENT ASSOCIATION 250 Park Avenue, New York 17, New York
A national organization to improve and extend the uses of portland cement and concrete through scientific research and engineering field work

EMERGENCY call to Merchants' Chicago office from steel products manufacturer. Broken acid tank has closed down plant. Need six carboys of Formic Acid immediately.

SPECIAL small delivery truck — held by Merchants for emergency shipments — is loaded. Merchants' assistant warehouseman has union driver's license for just such a situation.

MERCHANTS' SERVICE RE-OPENS PLANT IN 45 MINUTES!

Special service on industrial chemicals is routine at Merchants Chemical. Thirty-five years experience has given Merchants a close understanding of customer problems . . . the kind of understanding that provides ahead of time for emergencies. The instance cited above illustrates the foresighted coordination that is typical of the service available from any one of Merchants' nationwide chain of offices and stock points. Products offered include acids, alkalis, fungicides, surfactants, chlorinated solvents, emulsifiers, laundry compounds, soaps, dry ice and chemical specialties.

WAVED ON at gate by plant guard, Merchants truck speeds past waiting vehicles right through to unloading area.

DELIVERY COMPLETED to waiting lift truck. Total time from initial call — less than 45 minutes!

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60 East 42nd Street, New York 17, N. Y.

SALES OFFICES AND WAREHOUSES: CHICAGO • CINCINNATI • DENVER • LOUISVILLE • MILWAUKEE • MINNEAPOLIS • NEW YORK • OMAHA

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had also been distributed to the other contestants at their respective schools since they not only demonstrated their outstanding capabilities by being close runners-up to the winners, but also had been selected to represent their respective schools because of their high rating.

Additional recognitions given to all contestants were in the form of commendatory letters from A. H. Starrett, president of the W. L. Starrett Company, Athol, Massachusetts, manufacturer of the tools given by MAC to the prize winners, and by L. M. Bingham, Secretary of the Association. Mr. Starrett, a former apprentice, who rose from the lowest to the highest job in his company, and who has always sought to encourage young men to learn the skilled machinist and tool making trades, also sent a small steel rule in case, with his letter. A final recognition was given to the prize winners in the form of an invitation by Paul W. Rhame, general manager, New Departure Division, General Motors Corp., Bristol, to be the guests of the Company at the General Motors Center dedication luncheon at Hotel Statler, Hartford, Wednesday, May 16. All four boys witnessed the closed circuit television dedication of its new $100 million Technical Center.

Out of the well-publicized recognition given to the values of the technical school training it is hoped that more parents and students will help to increase enrollment in these schools and that more industries now in real need of more skilled machinists and technical men will launch or enlarge apprentice training progrms. Connecticut's economic strength lies in its mechanical, inventive and management skills. Only shortages of these skills can stop its future growth.

The Foundry Man In the White Shirt

(Continued from page 7)

the old gas fired furnace was 5 to 6 percent—the melting loss with the induction furnace is 2 percent maximum. The fuel cost is more than 50 percent less with the new system.

Three additional low frequency induction furnaces are used to melt aluminum for permanent molding of Ives hardware products. As with the high frequency furnace, men can work close to these furnaces without discomfort because of the small amount of heat loss to surrounding air. Better quality has also resulted from a purer melt with less oxidation.

While the Hamden plant was built primarily to afford vitally needed work space, the opportunity to improve on employer-employee relations, already among finest in the industry as the eighty-year record of continuous, strikeless employment will attest, was not overlooked. Inside the factory all possible labor saving contrivances and safety equipment have been furnished. For the additional pleasure and enjoyment of employees, the wooded tract at the rear of the building has been turned into a picnic area. Complete with lunch tables, fireplaces and a shady brook, this spot is maintained by the active Ives Athletic Association. Employees and their families can also make use of this playground on holidays and weekends. Nor is excess water draining from the barrel finishing department allowed to contaminate the stream. All drainage is piped to a special settling pool.

Ives management believes that catering to the comfort and well-being of employees results in more efficient work that pays mutual dividends.

TEMCO ELECTRIC FURNACE

SAVE

IN *EVERY* CORNER

(DETAILS ON REQUEST)

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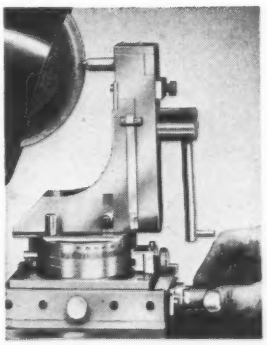
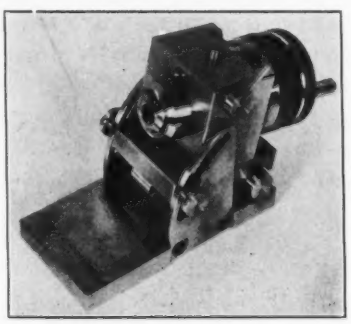


J & S 'FLUIDMOTION' WHEEL DRESSER



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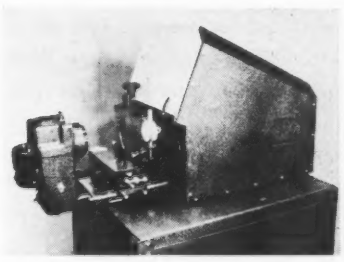

'TARGET' COMPARATOR

Research Pays Off

You can start on a modest scale

In your own manufacturing operation you may find, as we did, that a growing business can be built on research of the materials used in a company's product. Determining standards for materials gives a manufacturer greater opportunity to control product quality — and with that as a foundation, to build an expanding volume of sales.

We started our research in a modest way. It was an outgrowth of the department that developed new items.

We wanted to know more about the physical properties of cotton yarns used in dusters and mops. So we set up some simple testing equipment and through research worked out specifications for yarns with good dust-holding properties — or water absorbancy — yet capable of withstanding the abrasive effects of daily use.

From that beginning we gradually worked into more experiments until over the years we found ourselves developing detergents and waxes and even — like the men pictured above — working out more efficient processes for industrial power brushes and brushing machinery. In fact, we have come to the place where we use research to point out the type of sales promotion piece most appealing to our prospects.

Research may be extensive in a company our size, but it develops from small beginnings — well within the reach of a manufacturing plant during its formative years.

Fuller BRUSH CO.

THE FULLER BRUSH CO.

3616 MAIN STREET • HARTFORD 15, CONN.

HOW WOULD YOU DECIDE?

In this department each month there will be published labor relations grievances that were settled by arbitration. Read the grievances and check your opinion against the arbitrators ruling. Selection of cases made by MAC counsel.

Must the employer pay for holidays named in the contract even though they fall on Saturday which is not a work day?

Here's What Happened.

The agreement with the union provided that certain holidays should be paid for at straight time rates when not worked, and then continued, "the second half of all shifts on Christmas Eve Day and New Years Eve Day shall be classified as half a holiday. . . ." The two days mentioned fell on Saturday which was not a regularly scheduled work day and on which no work was scheduled to be performed. The union claimed that the agreement required the days mentioned to be paid for as they were half holidays regardless of whether any work was to be performed on those days. The company claimed that the words "the second half of all shifts" obviously meant the second half of all work periods and since there was no work on the Saturdays in question, either scheduled or performed, the requirement to pay for such half holidays did not apply.

Would you think the company should be required to pay for the extra half days even though the employees lost no pay because of the holidays?

The Arbitration Board came to the conclusion that the clause above quoted is clear on its face and thus eliminated the necessity for weighing the evidence and intention of the parties when the clause was agreed upon. The Board felt that the company "has relied on an unconvincing exercise in semantics to bolster its claim". Consequently, the company was required to pay for the two half holidays.

Can any work—even a minimum—be assigned to non-bargaining unit employees if it results in layoff of a bargaining unit employee?

Here's What Happened.

Due to a sharp decline in business the company found it necessary to make a drastic reduction of production and maintenance employees and, in turn, in the office and clerical work force employed in the same bargaining unit. In fact, the night-shift production and maintenance employees were reduced to a total of three in contrast to about 135 production employees on the day shift. With only three production employees working nights, the company assigned the work performed by the night-shift timekeeper to other employees, including the day-shift timekeeper and others in the bargaining unit. However, the task of keeping time cards was assigned to the production employees themselves, and they were in a different bargaining unit. With these rearrangements, the company laid off the night-shift timekeeper. The union claimed that it was a violation of the contract to permit the men working nights to keep their own time, as that was transferring one of the duties of the timekeeper out of the bargaining unit. The contract defined the bargaining unit and, in turn, the work covered by the agreement. It included the work and duties of the timekeeper classification as detailed in a written job description.

Must the employer preserve the job of timekeeper regardless of the number of men on the night shift?

The arbitrator decided that the company, by including timekeeper in the bargaining unit and setting out his job description, was under a contractual requirement to retain the work of the timekeeper within the bargaining unit and such duties could only be assigned to bargaining unit employees. Consequently, even though the duty assigned to the production workers of keeping their own time cards was a very minor matter, it was a violation of the contract, and the company was

Serving Connecticut Industry . . . **ELECTRICALLY!**

ELECTRIC DUCCI COMPANY

THE SEAL THAT SYMBOLIZES ELECTRICAL SATISFACTION
NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
QUALIFIED ELECTRICAL CONTRACTORS
NECA

INDUSTRIAL INSTALLATION, APPLICATION, MAINTENANCE

The Ducci Electric Company, of Torrington, has the "know-how" and the equipment to take care of your every electrical need! Whatever your expansion or modernization plans, be sure of complete satisfaction, call Ducci's . . . the name known to Connecticut Industry.

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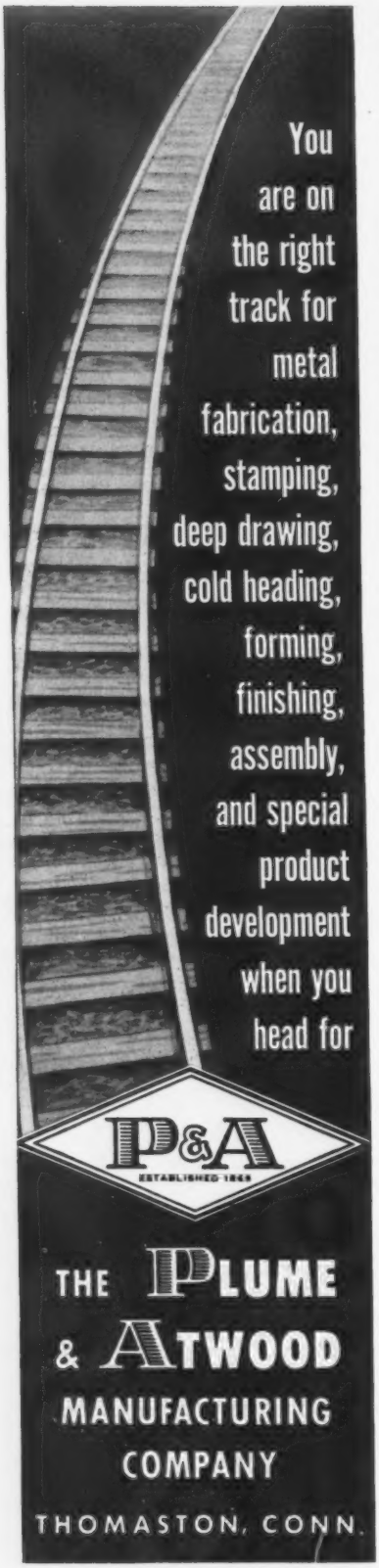
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ordered to reimburse the timekeeper for loss of earnings while he was laid off.

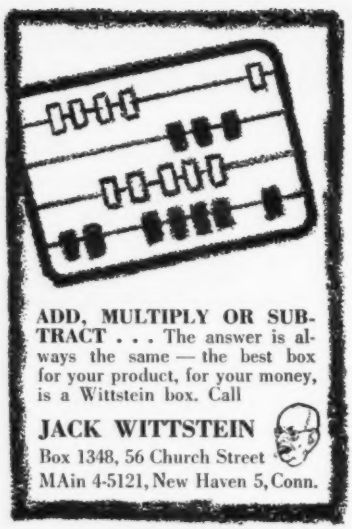
What constitutes a refusal to obey orders?

Here's What Happened.

This employee was discharged for refusing to obey the orders of his foreman. He was a feeder at one end of a washer in which machined parts were cleaned. Among other things, he had to remove work tags and sort the work to keep it from being mixed while going through the machine. The various sizes and types of parts were put in separate baskets. The company claimed that he had been extremely careless on the job and left tags on the work and failed to properly separate them. He had been given warning notice on absenteeism and had been continued on assurance of more satisfactory conduct. On the day in question a batch of work came through mixed up and without baskets. The foreman told the employee to switch places with the man at the receiving end of the machine, but he protested on the ground that he was hired to feed the machine and would not change places. The committeeman of the union was advised and spoke to the employee and explained that his job classification included working at either end of the machine and the company could assign him to either. When he failed to accept the assignment he was given a pass and sent home and upon investigation was discharged. The employee and the union claimed that the foreman was not ordering him to another job but merely suggesting that he change to the other job and therefore he could not be disciplined for disobeying orders.

Was it a suggestion, or was it an order?

The Arbitration Board pointed out that the foreman informed the union committeeman he was going to transfer the employee and came back in twenty minutes to tell the union to get him to obey the order or be disciplined. The union steward testified that he told the employee he should obey the company and file a grievance if he thought the company's action was improper, and the union also admitted that the foreman had the right to assign the employee to either end of the washer as both jobs were in his classification. The Board felt the union's claim that the employee did not refuse to obey an order, he simply did not go, was a distinction without a difference.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1Q '56 JOB-PERFORMANCE . . . 99.654% *

For 1955 (full year): Out of every 100,000 pounds shipped—99,738 pounds fulfilled customer expectations; rejections for all reasons averaged 262 pounds.

1955 JOB-PERFORMANCE . . . 99.738% *

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Basics for Automation — Product Design and Quality Control

THE great question facing American industry is the problem of vastly increasing the production of high quality products at marketable prices with a labor supply which is not expanding proportionately. The answer must be greatly increased automation. Machinery must be made to do more and more in order that scarce manpower may be released to fulfill other vital jobs. This task of automating American industry is receiving wide-spread attention, but everyone is agreed that two factors are of paramount importance, cost and efficiency. How can products be produced with a maximum of efficiency that will still meet customer demands?

It has often been said that no man can satisfy two masters. Like other sayings, this one is being outdated by Automation. Here are a few reasons why.

Today the product designer must satisfy two masters—first, King Customer and second, King Automation. Failure to do so may mean the difference between success and failure in this designer's business. The product must be designed to fulfill the function the customer requires, as always, but now it must also be designed to satisfy a manufacturing process that can best be automated.

The right designing of a product is the necessary precondition of effective automation but automation itself involves more than just questions of design and handling. An industry must become "automation conscious" if its conversion to the most modern production methods is to pay off in increased efficiency and higher profits. Designing for automation must take place within this concept, the concept of the automated industry. Designing must be integrated with quality control, materials handling, distribution and marketing.

A successful business usually offers the right product at the right time at the right price. These two last rights mean availability and cost. If automation is to be thoroughly successful, they in turn are the result of:

1. A product design that is simple and inexpensive to produce, and
2. Adequate facilities with properly controlled operations.

Both of these factors must be present for successful automation. One cannot make up for a shortcoming or weakness in the other. Poor product design can result in an automated manufacturing cycle that is either too long or too costly. Likewise, even the best of product designs cannot make up for lack of adequate manufacturing equipment and production control. The planning and development of both product design and manufacturing facilities must be done in parallel and not in series.

There are six fundamental points which should be considered in product design if the manufacturing facilities are to be successfully automated. These are: simplicity of design, standardization, materials, manufacturing process, tolerances and handling. Let's look at each one.

The design must be kept simple. A simple design generally makes for simple manufacturing equipment. Complexity of design has a direct relation to the number of manufacturing operations and cost. Product simplification, during design, is a real art and is well worth the time and effort to achieve it. Product simplification, after production has started, becomes very expensive and awkward. Simplicity of design affects most of the elements of manufacturing—particularly the making and the assembly operations.

Next to simplicity, standardization is probably the most important point in product design for automation. Standardization that builds volume permits spreading equipment costs over greater production.

Consideration of the complete product line—not merely a single product—is often necessary if standardization is to bring the greatest results. A collating chart of the entire line which allows comparison of part for part will often turn up amazing things.

Likewise, the use of standard available components, rather than designing new ones, provides for lower engineering and manufacturing costs, increased availability, and simplification of renewal parts problem.

Another important point is the material that is used for the product. Material selection must take into consideration its adaptability to automatic production as well as its first cost and function.

The product should be designed for the particular manufacturing process for which it is best suited, and the one that has the lowest cost. Many new processes are being developed today that adapt themselves to automated methods.

Tolerances and surface finishes probably cause more headaches with automatic equipment than anything else and are probably one of the most overlooked areas in product design.

The widest possible tolerances in the "making" of parts should be used in the interest of low costs. But, on the other hand, parts that are to be automatically fed and assembled generally require closer tolerances so they may be handled by automatic equipment. If the parts are being manually assembled today, and you are planning to go to automatic equipment, chances are that tolerances will have to be tightened up. Practical designs for automation require that tolerances be "sensible" and be selected carefully to suit the function of the part as well as the process by which the part is to be made.

And last but not least, the product must be designed for handling by automatic equipment. Parts should be designed, where possible, so operations can be performed from one side only. The configuration of the part should be either absolutely symmetrical or very unsymmetrical to simplify the orientation of the part during handling operations.

Coordinated activity among design and manufacturing engineers is the real key to successful automation. When it is coupled with an ability on the part of the designer to also meet the customer's requirements, a profitable —hard-to-beat—business is in operation.

That business can be yours, thanks to automation. Your public utility industrial sales engineer is the man to help you automate your business. Get in touch with him soon.

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PUBLIC RELATIONS

BY A. CARL MESSINGER

Public Relations Director

WHAT'S wrong with the word "capitalism"?

Among our United States population capitalism is often referred to humorously, with a sneer or as an outright label of condemnation. Since High School students take economics today, it may be presumed that they study capitalism on an academic level but most of them would be quite vague if asked for a definition.

Even people who should know better often reveal traces of resentment when the word capitalism is mentioned. Why do so many of our propaganda experts shudder at the word capitalism when asked to sell abroad the American system?

Because for many of the world's peoples, capitalism has brought acute misery. In Europe capitalism means a system under which a few persons live in great luxury. Businesses are often closely held by wealthy families who fight all moves to upgrade the lower income groups.

In South America captial has a slow turnover with big returns on funds invested.

Throughout the Far East, colonialism and capitalism are twin brothers in the minds of the people. Rightly or wrongly, they mean to these people poverty, human degradation, profits syphoned to other lands or held as the personal fortunes of a few individuals.

Is it any wonder that capitalism is a bad word to a major part of the population of the world? Is it any wonder that Communists can score outstanding successes against the free enterprise system?

The time has come to take a new look at the system under which we live, to realize that capitalism in the old sense of the word is not the American system of today.

During the past few years of public relations assignments, I have traveled many thousands of miles and have had an opportunity to observe at first hand the miracle that this system, coupled with liberty for the individual, has created in this nation.

The outstanding state of the nation, for sheer physical well-being of its citizens is Connecticut, as exemplified by its homes, the well-being of the people and their children, shiny cars, new and modern schools, churches . . . all real evidence of a well-rounded prosperity that brings a great deal to everyone.

The factual evidence is, of course, that Connecticut has the highest family income in the United States.

Where does the income come from for so many people? We know that manufacturing employs about 50 per cent of Connecticut citizens and provides directly or indirectly more than 80 per cent of the purchasing power of Connecticut people. This industry is not owned by the state; it is the property of thousands of individuals, most of whom live in Connecticut and may of whom work within the industry in which they have invested their savings.

The miraculous fact is that the middle income group has grown until the segments of very poor and very rich has shrunk almost to the point of extinction. Furthermore, we are now creating a new "blue collar" class. The need for these highly skilled technicians has been created by technological advancement, now called "automation". As a group, these men are well paid and protected by fringe benefits (indirect wages) which cushion the effect of many of life's emergencies.

Industry has a new opportunity today to talk with its "blue collar" employees as stockholders and partners. It is not unusual to find factory workers who criticize their unions for being too radical in their demands. This growth of prosperity for the average family, e. g. home, car, clothing, money in the bank, possibly a few shares of stock, is in the process of building a large segment of the population that will identify itself with moderation and stability.

The old appeal to class warfare is on its way out. Why destroy a "peoples' capitalism" in which you and your family have a vital stake?

Our major political parties are well aware of the growth of the middle class citizen, who is an independent voter because he is thinking in terms of preserving his own property and possessions.

America today has not developed as Karl Marx predicted. Connecticut is an excellent example that this nation—far from the poor becoming poorer and the rich becoming richer—is producing ever increasing benefits for greater and greater numbers of our citizens.

This is a theme that industry should continuously pound home to its employees by talking to them in face-to-face communication and by talking to them as members of the community.

This is a theme that should be adopted by the "Voice of America" programming group—one that should be learned and passed on by all governmental representatives dealing with foreign countries, and learned in capsule form by every American before he is given a visa to go abroad, even on a pleasure trip. Only by learning what our "peoples" capitalism has accomplished and continues to accomplish to improve human welfare can we hope to sell it to the neutral nations against the cunning "big lies" peddled by the tens of thousands of followers of the Kremlin-bent philosophy of Karl Marx.

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ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

The Purchase Order A Vital Business Document

By JOHN G. BARRETT

IN ANY business enterprise, the purchase order plays a most vital role in the expenditure of company funds. It is equal in importance to the pay checks as a means of spending money, and for that reason alone, must be closely scrutinized by the accountant.

Before routing the Purchase Order Requisition to the Purchasing Department, it must be reviewed to determine that its preparation is in accordance with the standards prescribed by management, which standards incorporate the following requirements:

1. Complete and accurate description of goods wanted.
2. Quantity needed to meet production schedule.
3. Dates and quantities when required.
4. Account to which goods are to be charged.
5. Statement of need to justify requisition.
6. Provision for vendors' name and address, prices, terms, etc. which is to be completed by the Purchasing Department Buyers so that the Purchase Order may be completed in detail from this requisition.
7. Requisition must be signed by the person authorized to prepare it, and approved by the Production Control section as to its propriety.
8. The department or area to which the materials are to be forwarded when received is to be shown on the requisition.
9. A material or stock item code for the material being ordered should be shown.
10. Any other information which will further assist the purchasing and receiving departments in their respective functions.

Once the requisition reaches the Purchasing Department it is then the responsibility of the purchasing agent to issue a purchase order, thereby committing company funds for the acquisition of certain items of goods. In placing each purchase order, the purchasing department is expected to follow all procedures conducive to efficient and sound buying. These procedures are prescribed by management and are not discussed here as it is the author's objective only to bring out and review the preparation, handling and disposition of the purchasing documents and their relationship to the accounting functions.

All of the requirements listed can properly be classified as items which are of concern to the accounting and financial interests of the business. This is true in as much as proper controls must be established in all functions if the assets, expenditures and receipts of the company are to be prudently scrutinized and safeguarded from all possible hazards. A few examples which might bring out the relationship between the terms of the Purchase Order and the duties of the accounting personnel are as follows:

1. Substantial income or cost reduction, can be made available if reasonable discount terms are sought and a diligent effort is made to meet payments by discount dates. It would be well to mention here that cash requirement forecasts, and even cash expenditure budgets are used effectively by many companies so that they might avail themselves of every financial opportunity. Since the Purchase Order is a commitment of funds for future disbursement, these commitments can readily be scheduled for payment dates and thereby becomes an intricate tool in the cash requirement forecast.
2. The freight "terms" on the purchase order are carefully scrutinized in the traffic department, and a good source of income or cost reduction is realized by the audit of freight rates and routing of delivery.
3. The terms covering delivery date are extremely critical in well planned production schedules for a variance in delivery date will be costly in any number of ways.

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Early delivery means storage and excessive handling and in some instances, means damage to materials which unnecessarily crowd the manufacturing area. Late delivery is even worse, as it sets up a chain reaction for such costly manufacturing wastes as idle labor and equipment, handling and storage of work in process, increased rework and spoilage due to excessive handling and storage, overtime premiums and the like.

4. The price to be paid for the materials ordered is again an all important financial feature. Where it becomes more practical or necessary to place an order on an estimated price basis, the order should be supplemented by such documents as blueprints, drawings, parts lists or detailed quotations outlining the specific reasons for estimated price operations or components.
5. One other important reference on the Purchase Order is the account number to which the cost of materials purchased is to be charged. While this feature is for the internal organization use only, the correct application of this account number will pay untold dividends at a later date.

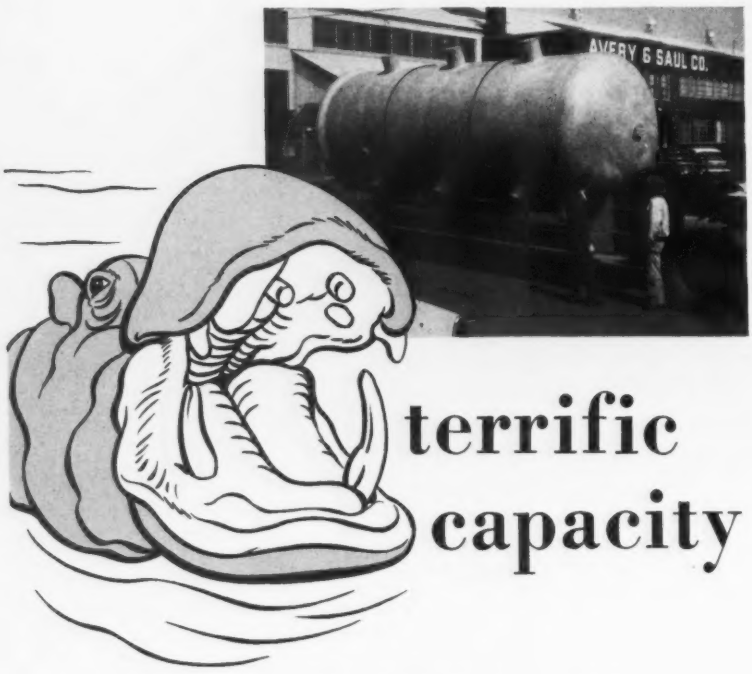
To summarize briefly the value of good procedures pertaining to the Purchase Order as they relate to the various administrative activities, the following is presented:

A. *Accounting and Finance*
   1. Good internal control is realized over the purchasing and expenditure functions.
   2. Accounting analysis is provided for in the first instance rather than in time consuming retrospect.
   3. Cash forecasts and requirements are factually established.
   4. Clerical functions are placed on a more efficient basis.

B. *Manufacturing*
   1. Reduced manufacturing costs resulting from efficient purchasing, reduced transportation and storage costs, and reduced inventories.
   2. The ability to produce in accordance with established schedules because of material availability.
   3. Better production control.

C. *Purchasing*
   1. Reduced volume of purchasing transactions resulting from combining of like purchase requisitions and by long range commitments covering staggered delivery.
   2. More receptive sources of supply as a result of larger orders.
   3. Reduced responsibility occasioned by proper internal controls.

For those reasons outlined above and because of adherence to standard practices, the Purchase Order is not always thought of as the important control document which it in effect is. But allow laxity in its preparation, review or approval, and soon this vital instrument will upset the orderly management of company assets, and result in dire consequences to responsible officials.



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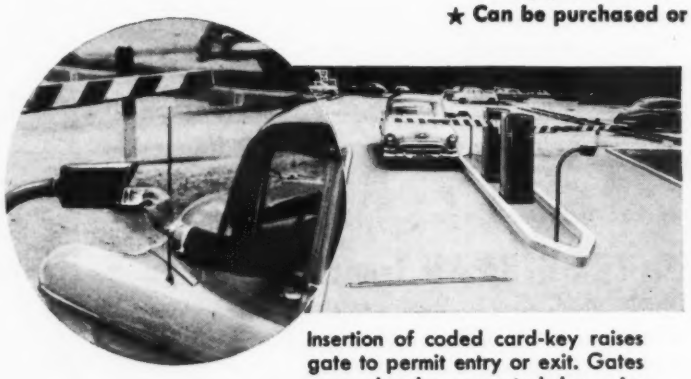

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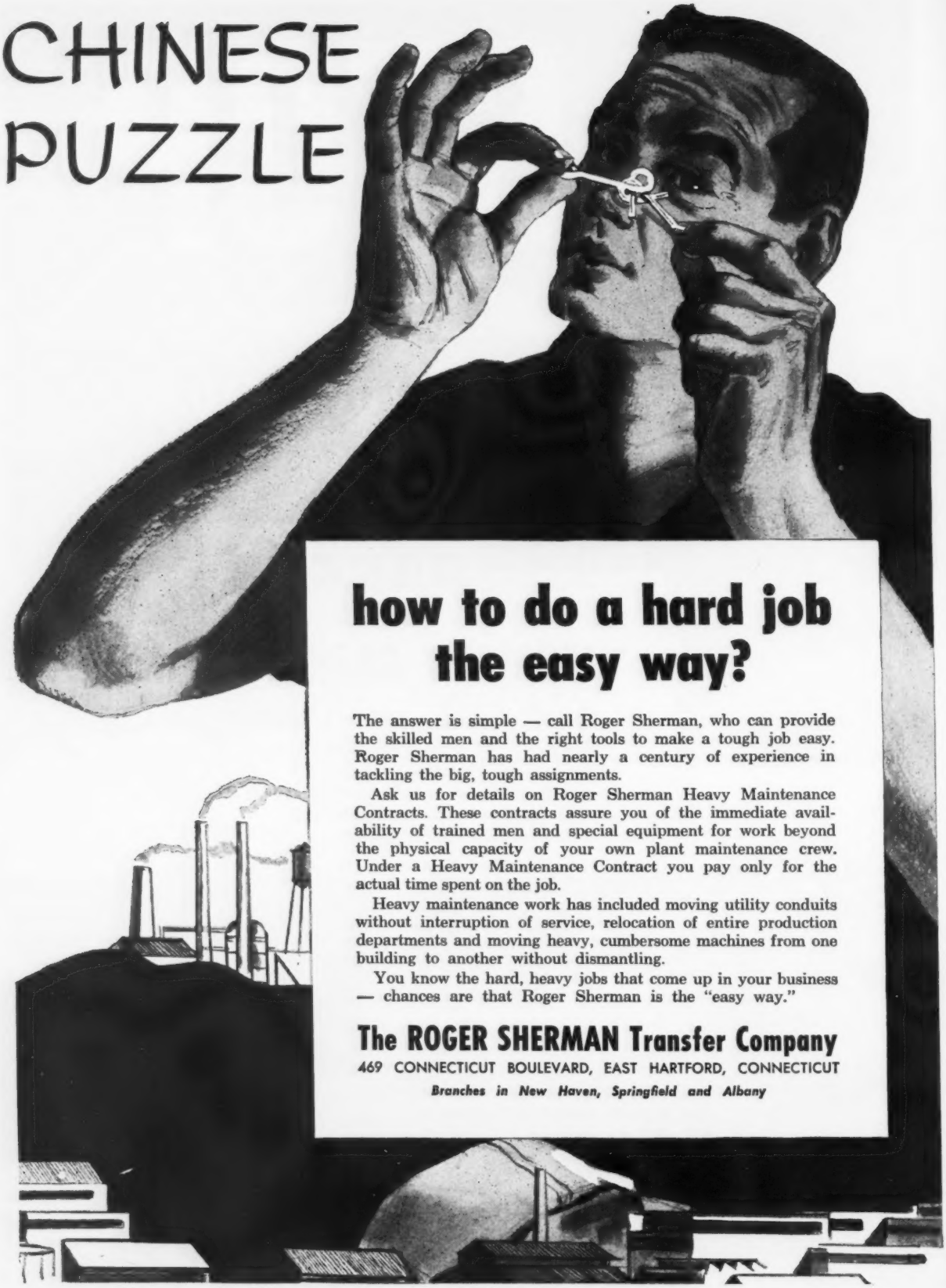

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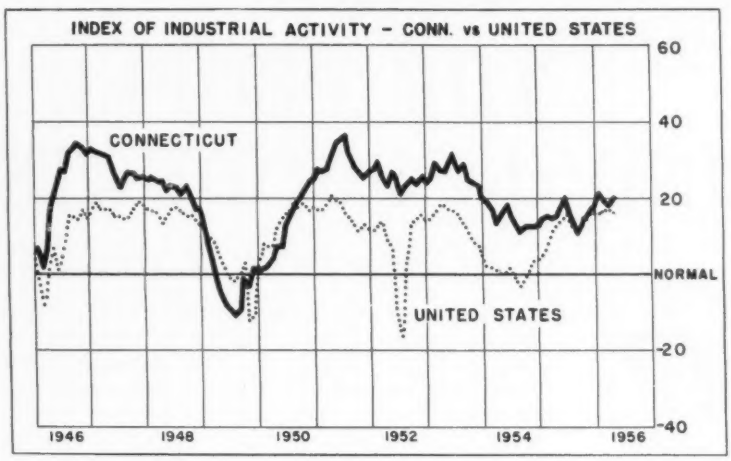
BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.



THE Connecticut index of general business activity rose during April to an estimated 20% above normal which was also the average for the first quarter. The employment factor registered a substantial improvement and is at its highest point since April 1954. Construction recorded a moderate gain and now is at a new peak. Freight movement recovered from the preceding month's low level.

In April, the United States index of industrial activity maintained its first quarter average of an estimated 16% above normal. Capacity steel operation was largely responsible. Current rates of industrial production indicate a Gross National Product in 1956 of nearly $400 billions.

Buying Power

Sales Management Magazine reported in its 1956 survey of family buying power that the Bridgeport-Stamford-Norwalk area leads the nation with a figure of $7,892 and that the Hartford-New Britain area ranks sixth with $7,371.

The State as a whole had an average family buying power of $7,035, the only state to exceed $7,000.

Automobiles

The auto production index dropped in April for the sixth consecutive month, the most prolonged decline in five years. In this six month period the index has tapered off some 27%. No improvement is foreseen until at least the last quarter of 1956.

While this will have some effect on certain Connecticut manufacturers who are suppliers of automobile parts and materials, fabricated from brass, rubber and textiles, the overall effect on the State economy should not be too great.

Employment

Non-agricultural employment in Connecticut during April increased 5% over the same month last year. Numerically, the twelve month increase of 39,000 was the largest for any such period in the past three years. New Britain and Bridgeport exceeded the State average with increases of 7% and 6%, respectively.

The State increase reflected itself almost equally in both manufacturing and non-manufacturing employment.

Non-Agricultural Employment

Area	April 1955	April 1956	% Incr.
Connecticut	848,180	886,840	5
Bridgeport	116,870	123,800	6
Hartford	199,070	202,610	2
New Britain	41,640	44,350	7
New Haven	118,800	121,700	2
Waterbury	67,240	69,440	3

Hours and Earnings

Average weekly earnings of manufacturing production workers in Connecticut stands at $81.32 compared to the United States average of $78.59.

Although below the December 1955 high of $83.42, the State still leads the rest of New England. This slight decline since December is due to a cut back in the workweek from 43 to 41.7

(Continued on page 68)

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Charles H. Walters, *President*

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MARY E. LEMONS—Born right here in Willimantic, Mrs. Lemons is the daughter of Mr. and Mrs. Carlton King, granddaughter of Willimantic's Mayor Walter R. King, who was mayor from 1929 to 1931. During high school, Mrs. Lemons was Junior Auxiliary at the Hospital, member of the Dance Club and Cheer Leader.

THE PEOPLE BEHIND the PRODUCTS

At American Thread

A Company's success is largely determined by the ability of the men and women who make up the organization. American Thread has been a successful member of the Willimantic Community for 58 years, which is certainly a testimonial both to our employees and the products they make.

During this time the Company and the people on its payroll have made every effort to be good citizens—contributing to and participating in the city's growth. This series introduces some of the Willimantic citizens who help make the thread and yarn products which are among the finest made anywhere in the world.

THE LEMONS IN THEIR LIVING ROOM—Mrs. Lemons, her husband, Harold, and their boxer, "Gats." The Lemons live at 167 Ash Street, in Willimantic. Harold is a Mason and member of the American Legion. He served in the Navy for eight years as Gunner's Mate First Class. Mrs. Lemons acted as a U.S.O. hostess during World War II.

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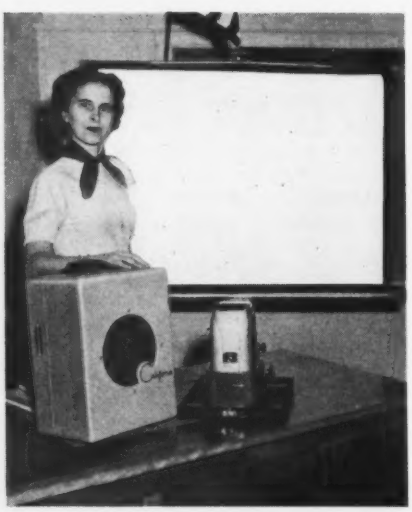

TO HELP THE HANDICAPPED—One of the community groups to which Mrs. Lemons belongs is the Willimantic Junior Women's Club. The audio-visual equipment with which she is shown was donated by the club to the Windham Public School for use in educating handicapped and retarded children. Mrs. Lemons is also Vice-President of the Alpha Sigma Chapter of the Beta Sigma Phi Sorority—likes to sew, knit, swim and skate.

THE AMERICAN Thread COMPANY
WILLIMANTIC, CONNECTICUT

BUSINESS TIPS

from

School of Business Administration

University of Connecticut

"Flow of Funds"

Statistics in the United States

By LAWRENCE P. WEBSTER
Associate Professor of Accounting

THE techniques in the science of accounting have been used by traders and business for centuries. The original concept of the double-entry accounting system was developed by the Genoese traders in the thirteenth century. Changes in wealth were recorded as one part of the transactions and income was recorded as the other part.

Today, most businesses have accounting statements that reflect their success or failure in conducting their operations. These statements usually include an operating or profit and loss statement and a periodic balance sheet.

A statement of more recent origin now available to business is the statement of the sources and applications of funds. This statement summarizes the changes that occur in *all* balance sheet items between two balance sheet dates and reflects primarily net changes in the working capital position during a period of time. The statement is prepared from a comparison of a balance sheet at the beginning and end of a time period. This differs from the profit and loss statement which measures only changes in proprietorship between two balance sheet dates. Sources of funds are: (1) Increase in owner's investment and profit, (2) Increase in liabilities, and (3) Decrease in other than current assets. Applications of funds are: (1) Increase of other than current assets, (2) Decrease in liabilities, and (3) Decrease in proprietorship or capital.

Financial statements prepared by business are intended primarily for internal use in controlling the business and not as indicators of economic activity of a nation. In recent years many of these statements have been standardized through the necessity of reporting business activities to the Securities and Exchange Commission for regulating exchanges; the Tariff Commission for import and export statistics; the Internal Revenue Service for income tax purposes; and, the Federal Reserve Board and the Treasury for banking statistics.

These agencies make their statistics available to the Office of Business Economics in the Deparment of Com-

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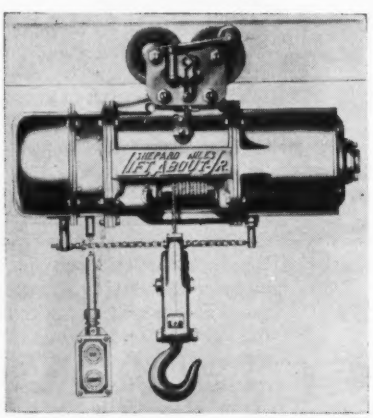

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merce. The next step is to prepare aggregates of the statements available to business to give the economic pulse of the nation. Within the last twenty years a national profit and loss statement has been developed from which the gross national product and the national income statistics are prepared.

Now a new statement has become available to be released by the Federal Reserve Board called the "Flow of Funds". This statement is in effect the aggregate of the Sources and Applications of Funds Statement available to individual business units. The primary function of this measure is to place the nation's economic activity on a financial rather than an operating basis. Included in this measure are the effect of credit and finance, the banking system, financial intermediaries, and consumer and business assets and liabilities. The flow-of-funds accounts for all transactions in the economy effected by the transfer of credit, money or both.

For purposes of study and analysis the economy is divided into two divisions—non-financial and financial—and ten sectors, as follows:

Non-financial: —
- Consumers
- Corporate business (except farm)
- Unincorporated business (except farm)
- Farm business
- The Federal government
- State and local governments
- The rest of the world (export — import)

Financial: —
- The banking system
- Insurance companies
- Other institutional investors.

Each sector is analyzed and the sources and financial uses of funds in each sector is given. As an illustration, the sources of funds in the consumer sector include the following: *non-financial* sources—payroll, interest dividends, grants and donations, tax refunds, net withdrawals by proprietors, sales receipts (homes), as well as *financial* sources reflected by a net increase in liabilities including consumer credit obtained from banks and others. Consumer funds are used for *non-financial* purposes in the acquisition of durable goods, non-durable goods, services (payroll and rent), taxes (income and other), home purchases (new, existing) and the net increase in *financial* assets of currency and deposits, Federal obligations (including savings bonds), and corporate securities. One of the objects of the statement is to divide the sources and use of funds between those of a *non-financial* and those of a *financial* nature, the latter principally a division between owners equities and liabilities.

From the use of these statements, the annual change in bank credit can be traced among borrowing sectors, listed above. The use of this tool to measure the effects of money flow on the economy will be limited because of the absence of reasonably current figures. The Board of Governors of the Federal Reserve Board released, "Flow of Funds in the United States, 1939-1953" in 1955, based primarily on the work of Professor Morris Copeland of Cornell University. Effective use by business of the "Flow of Funds" as a statistical tool for forecasting and current analysis must wait the development of more recent data and forecasts of future trends in the flow of funds.

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THE H. B. IVES COMPANY NEW HAVEN, CONN., U. S. A.

By JAMES C. INGEBRETSEN

HAROLD CALLENDAR, New York Times correspondent, writing from Paris, recently, concocted a curious piece headed, "Soviet's Rising Economy: A Study of Moscow's Production Gains That Challenge the Capitalistic System."

In it he said "much of the Western world, above all the United States, tends to accept a dogma that capitalist forms of society are incomparably the most productive. . . .

"Yet the question that now arises in the minds of European economists is whether this apparent superiority is necessarily a law of nature. Many have increasing doubts as they compare the expansion of production in the Soviet Union with that in Western Europe, and even with that in the United States."

But then he admits, "Western Europe has made many compromises between capitalism and socialism, patching up imperfect capitalistic economies with socialistic admixtures." And he might well have added that even the U.S. has not been guiltless in this respect.

Hence, what "Moscow's production gains" are challenging is not "the capitalistic system" but a crazy-quilt hodgepodge of capitalism, socialism, collectivism, paternalism, and so on. And, if we fall behind in the "horse race" now being run, it will not be because capitalism can't outrun communism any day in the week but because capitalism has been so weighted down with outsize saddles and multiple riders that it is a wonder it keeps going at all. How about dismounting some of the riders, along with their oversize saddles, and giving capitalism a chance to really hit its stride?

★ ★ ★

The waitress watched fascinated while the diner dropped, one by one, nearly a handful of sugar cubes into his coffee and forthwith started gulping it down.

"Why don't you stir it?" she couldn't help asking.

"Because I don't like it sweet," snapped the diner, as he finished off his mocha and left the undissolved sugar cubes in the bottom of the cup.

Doesn't this remind you, as it does me, of the way Constitutional liberty has been treated in this country during the past quarter century?

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True, it has been dropped liberally into political platforms, campaign speeches, and other such tongue-in-cheek utterances. But when was it last well stirred into the policies and actions actually pursued by our Government?

The result has been that we, the citizens, have been drinking a rather bitter brew of increasing regimentation, collectivization, and confiscatory taxation. Maybe it's time we started really stirring things up—to get the sweetening of liberty infused a little more into the theory and practice of government—instead of leaving so much of it in the bottom of the cup.

★ ★ ★

I read in the paper the other day that there are lots of termites in Washington.

No wonder—with all the dead wood there is lying around there.

As you probably know, termites, if left alone long enough, build little tunnels from the ground, via the foundation, up to the wood part of a house. They don't have to destroy the foundation to destroy the house.

And neither do the political termites have to destroy the Constitution to destroy our constitutional liberty. They simply build little tunnels of "interpretation" right on the Constitution itself and proceed to eat out the essence of our freedom.

So we shouldn't be lulled into saying, "As long as the Constitution is there, we are safe." Termites, given enough time, can cause the whole house to collapse while leaving the foundation completely intact.

★ ★ ★

It is fascinating to watch the tactics of those who oppose the passage of the Bricker amendment to bring treaties under the limitation of the Constitution.

The proposed amendment now reads: "A provision of a treaty or other international agreement which conflicts with any provision of this Constitution shall not be of any force or effect."

Thomas C. Hennings, Jr., (Dem., Mo.) who heads the opposition, reportedly contends that the current text carries "three little words" that would make great mischief. These "three little words" are "any provision of."

Just why a treaty should not be prohibited from conflicting with "any provision of" the Constitution is hard for me to understand. If treaties are free to conflict with one or more provisions of the Constitution, what Constitutional limit is there on them at all? And why should there not be the same sort of Constitutional limit on treaties as on laws?

Mr. Hennings is said to believe that such a limit might have "a devastating impact" on foreign affairs.

But may not the lack of such a limit have an equally "devastating impact" on domestic affairs?

★ ★ ★

A recent Wall Street Journal news story of current advances in the manufacture and use of industrial measuring instruments: tolerances that before the war were held to a thousandth of an inch moved up to ten-thousandths of

(Continued on page 68)

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EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Connecticut manufacturers desiring to list their products in this department should write the Editor for listing rates.

(Advertisement)

Accounting Forms
Baker-Goodyear Co The — New Haven

Accounting Machines
Underwood Corporation — Bridgeport

Adding Machines
Underwood Corporation — Bridgeport

Adhesives
Polymer Industries Inc — Springdale
Raybestos Division Raybestos-Manhattan Inc — Bridgeport

Advertising Mats
Lockwood Sons Inc Wm H — Hartford

Advertising Plates
Lockwood Sons Inc Wm H — Hartford

Advertising Specialties
H C Cook Co The 32 Beaver St — Ansonia
Halco Co — New Haven

Aerosol Products
Bridgeport Brass Company — Bridgeport

Air Compressors
Spencer Turbine Co The — Hartford

Air-Conditioning
Bush Manufacturing Co The — West Hartford
Norwalk Airconditioning Corp The (forced air heating units oil fired) — South Norwalk

Air Ducts
Wiremold Co The (Retractable) — Hartford

Air Heaters—Direct Fired
Peabody Engineering Corporation — Stamford

Air Impellers
The Torrington Manufacturing Co — Torrington

Aircraft
Sikorsky Aircraft Division United Aircraft Corporation (helicopters) — Bridgeport

Aircraft Accessories
Chandler Evans Div Pratt & Whitney Co Inc. (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs) — West Hartford
Fenn Mfg Co The (Hardened and Ground Gears assemblies) — Newington
Gabb Special Products Div E Horton & Son Company (filler caps—pressure fuel servicing systems) — Windsor Locks
Hamilton Standard Div United Aircraft Corp (propellors and other aircraft equipment) — Windsor Locks
Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems) — Danbury
Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications) — Middletown

Aircraft Components
Aircraft Welding & Mfg Co Inc — Hartford

Aircraft Engine Timing Tools
Gabb Special Products Div E Horton & Son Company — Windsor Locks

Aircraft Engines
Lycoming Division Avco Manufacturing Corp — Stratford

Aircraft Fasteners
Scovill Manufacturing Company (PANELOC Aircraft Fasteners) — Waterbury

Aircraft Instruments
Gorn Electric Company Inc — Stamford

Aircraft—Repair & Overhaul
Airport Department Pratt & Whitney Aircraft Division — Rentschler Field East Hartford

Aircraft Sheet Metal Work
Aero Form Co — New Haven

Aircraft Studs & Bolts
Britton Mfg Co Inc The — Hartford

Aircraft Test Equipment
United Manufacturing Co Division of The W L Maxson Corp — Hamden

Alumilite Aluminum Sheets
Leed Co The H A — Hamden

Aluminum Bronze Castings
Knapp Foundry Company Inc — Guilford

Aluminum Castings
Eastern Malleable Iron Company The — Naugatuck
Newton-New Haven Co 688 Third Avenue — West Haven
Charles Parker Company The — Meriden

Aluminum Extrusions
Bridgeport Brass Company — Bridgeport

Aluminum Forgings
Bridgeport Brass Company — Bridgeport
Consolidated Industries Inc — West Cheshire
Scovill Manufacturing Company — Waterbury 91

Aluminum Ingots
Lapides Metals Corp — New Haven

Aluminum Sand Castings
Bridgeport Deoxidized Bronze Corp — Bridgeport

Aluminum—Sheet and Rod
Scovill Manufacturing Company — Waterbury

Aluminum—Sheets & Coils
United Smelting & Aluminum Co Inc — New Haven

Ammunition
Arms and Ammunition Div Olin Mathieson Chemical Corp — New Haven
Remington Arms Co Inc and Peters Cartridge Div — Bridgeport

Anodizing
Comco Inc Div of Enthone Inc — New Haven
Leed Co The H A — Hamden
Light Metals Coloring Co Inc — Watertown

Anodizing Equipment
Comco Inc Div of Enthone Inc — New Haven

Asbestos
Auburn Manufacturing Company The (gaskets, packings, wicks) — Middletown

Asbestos & Rubber Packing
Colt's Manufacturing Company — Hartford

Asarcon Bronze
Knapp Foundry Company Inc (bushing & bearing stock) — Guilford

Assemblies—Small
Barnes Co The Wallace Div Associated Spring Corp — Bristol
Greist Manufacturing Co The — New Haven
Humason Mfg Co The — Forestville
J H Sessions & Son — Bristol

Auto Cable Housing
Wiremold Company The — Hartford

Automatic Control Instruments
Bristol Co The (temperature, pressure, flow, humidity, time) — Waterbury

Automatic Screw Machine Products
C K & B Machine Co Inc (Swiss) — Bethel

Automobile Accessories
Kilbourn-Sauer Company (lights and other accessories) — Fairfield

Automotive Bodies
Metropolitan Body Company — Bridgeport

Automotive Parts
Bridgeport Thermostat Div Robertshaw—Fulton Controls Co (automobile thermostats) — Milford
Eis Manufacturing Co (Hydraulic and Mechanical) — Middletown
Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber) — Bridgeport

Automotive & Service Station Equipment
Scovill Manufacturing Company (Canned Oil Dispensers) — Waterbury 91

Automotive Tools
Eis Manufacturing Company — Middletown

Bags—Paper
Continental Can Co Paper Container Div — Kensington

Bakelite Moldings
Watertown Mfg Co The — Watertown

Balls
Abbott Ball Co The (steel bearing and burnishing) — Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) — Hartford
Kilian Steel Ball Corp The — Hartford

Banbury Mixers
Farrel-Birmingham Company Inc — Ansonia

Barrels
Abbott Ball Co The (burnishing and tumbling) — Hartford
Hartford-Steel Ball Co The (tumbling) — Hartford

Baskets—Wire
Rolock Inc — Fairfield

Bathroom Accessories
Autoyre Company The — Oakville
Charles Parker Co The — Meriden

Batteries
Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others) — New Haven

Bearings
Fafnir Bearing Co (ball) — New Britain
Marlin-Rockwell Corporation — Plainville
New Departure Div of General Motors (ball) — Bristol
Norma-Hoffmann Bearings Corp (ball and roller) — Stamford

Bellows Assemblies
Bridgeport Thermostat Div Robertshaw—Fulton Controls Co — Milford

Bellows—Metallic
Bridgeport Thermostat Div Robertshaw—Fulton Controls Co — Milford

Bells
Bevin Brothers Mfg Co — East Hampton
Gong Bell Co The — East Hampton
N N Hill Brass Co The — East Hampton

Belt Fasteners
Saling Manufacturing Company (patented self-aligning) — Unionville

Belting
Hartford Belting Co — Hartford
Russell Mfg Co The — Middletown

Bends—Pipe or Tube
National Pipe Bending Co The — 160 River St New Haven

Bicycle Coaster Brakes
New Departure Div General Motors Corp — Bristol

Bicycle Sundries
New Departure Div General Motors Corp — Bristol

Binders Board
Colonial Board Company — Manchester

Blacking Salts for Metals
Enthone Inc — New Haven
Mitchell-Bradford Chemical Co — Bridgeport

Black Oxide Finishing
Black Oxide Inc — New Britain

Black Oxide Treatment
Bennett Metal Treating Co The — 1045 New Britain Ave — Elmwood

Blades
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) — Hartford

Blocks
Howard Company (cupola fire clay) — New Haven

Blower Fans
Colonial Blower Company — Plainville
Spencer Turbine Co The — Hartford

(Advt.)

Blower Systems
Colonial Blower Company — Plainville
Ripley Co — Middletown

Blower Wheels
Torrington Manufacturing Company The — Torrington

Blueprints and Photostats
Joseph Merritt & Co — Hartford

Boilers
Bigelow Co The — New Haven
General Electric Company (Residential oil and gas fired steam and hot water) — Bridgeport

Bolts and Nuts
Blake & Johnson Co The (nuts machine screw-bolts, stove) — Waterville
Clark Brothers Bolt Co — Milldale

Bonderizing
Clairglow Mfg Company — Portland

Box Board
Bird & Son Inc — New Britain
Federal Paper Board Co Inc — Montville, New Haven & Versailles
Lydall & Foulds Paper Co The — Manchester
Robertson Paper Box Co — Montville
Gair Company Inc Robert — Montville
New Haven Board and Carton Co The — New Haven

Boxes
Bird & Son Inc (corrugated, solid fibre, cleated containers) — New Britain
Clairglow Mfg Company (metal) — Portland
Connecticut Container Corporation — New Haven
Gair Company Inc Robert (corrugated and solid fibre shipping containers) — Portland
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) — Durham
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) — Bridgeport

Boxes and Crates
City Lumber Co of Bridgeport Inc The — Bridgeport

Boxes—Folding
Leshine Carton Co — Branford

Boxes—Metal
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) — Durham
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) — Waterbury

Boxes—Paper—Folding
Atlantic Carton Corp — Norwich
Bridgeport Paper Box Co — Bridgeport
Carpenter-Hayes Paper Box Co Inc — East Hampton
Curtis & Sons Inc S — Sandy Hook
Folding Cartons Incorporated (paper, folding) — Versailles
Gair Company Inc Robert — Montville
H J Mills Inc — Bristol
National Folding Box Co Div Federal Paper Board Co Inc (paper folding) — New Haven and Versailles
New Haven Board and Carton Co The — New Haven
Robertson Paper Box Co — Montville
Warner Bros Co The — Bridgeport

Boxes—Paper—Setup
Box Shop Inc The — New Haven
Bridgeport Paper Box Co. — Bridgeport
Heminway Corporation The — Waterbury
H J Mills Inc — Bristol
Strouse Adler Company The — New Haven
Warner Bros Co The — Bridgeport

Braid—Elastic & Non-elastic
Essex Mills Inc — Essex

Brake Cables
Eis Manufacturing Co — Middletown

Brake Linings
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial) — Bridgeport
Russell Mfg Co The — Middletown

Brake Service Parts
Eis Manufacturing Co — Middletown

Brass & Bronze
American Brass Co The (sheet, wire, rods, tubes) — Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) — Bridgeport
Bristol Brass Corp The (sheet, wire, rods) — Bristol
Chase Brass & Copper Co — Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls) — Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod) — Thomaston
Scovill Manufacturing Company — Waterbury 91
Seymour Mfg Co The (strip, sheet & wire) — Seymour
Tinsheet Metals Co The (sheets and rolls) — Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) — New Haven

Brass & Bronze Ingot Metal
Mitchell Smelting & Refining Co Inc — Botsford
Plume & Atwood Mfg Co The — Thomaston
Whipple and Choate Company The — Bridgeport

Brass, Bronze, Aluminum Castings
Charles Parker Company The — Meriden
Victors Brass Foundry Inc — Guilford

Brass Goods
American Brass Company The — Waterbury
Plume & Atwood Mfg Co The (to order) — Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares) — Milford
Scovill Manufacturing Company (to order) — Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp — New Haven

Brass Mill Products
American Brass Company The — Waterbury
Bridgeport Brass Co — Bridgeport
Chase Brass & Copper Co — Waterbury
Plume & Atwood Mfg Co The — Thomaston
Scovill Manufacturing Company — Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp — New Haven

Brick-Building
Donnelly Brick Co The — New Britain

Bricks—Fire
Howard Company — New Haven
Mullite Refractories Co The — Shelton

Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) — New Haven

Broaching
Hartford Special Machinery Co The — Hartford

Bronze & Aluminum Castings
Charles Parker Co — Meriden
Knapp Foundry Company Inc (rough or machined) — Guilford

Bronze Sand Castings
Bridgeport Deoxidized Bronze Corp — Bridgeport

Brooms—Brushes
Fuller Brush Co The — Hartford

Buckles
B Schwanda & Sons — Staffordville
G E Prentice Mfg Co The — Kensington
Hawie Mfg Co The — Bridgeport
North & Judd Manufacturing Co — New Britain
Patent Button Co The — Waterbury
Risdon Manufacturing Co John M Russell Div — Naugatuck

Buffing & Polishing Compositions
Apothecaries Hall Co — Waterbury
Lea Mfg Co — Waterbury

Burners
Plume & Atwood Mfg Co The (kerosene oil lighting) — Thomaston

Burners—Automatic
Peabody Engineering Corporation — Stamford

Burners—Coal and Oil
Peabody Engineering Corporation (Combined) — Stamford

Burners—Gas
Peabody Engineering Corporation (Blast Furnace) — Stamford

Burners—Gas and Oil
Peabody Engineering Corporation (Combined) — Stamford

Burners—Refinery
Peabody Engineering Corporation (For Gas and Oil) — Stamford

Burnishing
Abbott Ball Co The (Burnishing Barrells and Burnishing Media) — Hartford

Burs
Pratt & Whitney Co Inc — West Hartford

Busways
Distribution Assemblies Department, General Electric Co — Plainville

Buttons
B Schwanda & Sons — Staffordville
Frank Parizek Manufacturing Co The — Putnam
Patent Button Co The — Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners) — Waterbury 91
Waterbury Companies Inc (Uniform and Fancy Dress) — Waterbury

Cabinets
Charles Parker Co The (medicine) — Meriden

Cabinet Work
Hartford Builders Finish Co — Hartford

Cable—Asbestos Insulated
Rockbestos Products Corp — New Haven

Cable-Interlocked Armor
General Electric Company — Bridgeport

Cable—Nonmetallic Sheathed
General Electric Company — Bridgeport

Cable—Service Entrance
General Electric Company — Bridgeport

Cages
Andrew B Hendryx Co The (bird and animal) — New Haven

Cams
American Cam Company Inc — Hartford
Hartford Special Machinery Co The — Hartford
Rowbottom Machine Company Inc — Waterbury

Canvas Products
F B Skiff Inc — Hartford

Capacitors
Electro Motive Mfg Co Inc The (mica & trimmer) — Willimantic

Carbide Drawing Dies
State Products Co (eyelet special shape dies) — Oakville

Carbide Shape Dies
Thomaston Tool & Die Co (any form) — Thomaston

Carbide Tools
Precision Tool & Die Co — Waterbury

Card Clothing
Standard Card Clothing Co The (for textile mills) — Stafford Springs

Carpenter's Tools
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) — New Haven

Carpet
B F Goodrich Sponge Products Division — Shelton

Carpet Cushion
B F Goodrich Sponge Products Division — Shelton

Carpets and Rugs
Bigelow-Sanford Carpet Co — Thompsonville

Casters
Bassick Company The (Industrial and General) — Bridgeport

Casters—Industrial
George P Clark Co — Windsor Locks

Castings
Connecticut Foundry Co (grey iron) — Rocky Hill
Connecticut Malleable Castings Co (malleable iron castings) — New Haven
Charles Parker Company The (brass, bronze, aluminum) — Meriden
Ductile Iron Foundry Inc — Stratford
Eastern Malleable Iron Company The (malleable iron, metal and alloy) — Naugatuck
Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel) — Ansonia
Hartford Electric Steel Corp The (stainless steel) — Hartford
Plainville Casting Company (gray, alloy and high tensile irons) — Plainville
Malleable Iron Fittings Co (malleable iron and steel) — Branford
McLagon Foundry Co (grey iron) — New Haven
Newton-New Haven Co (zinc and aluminum) — 688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron) — Hartford
Producto Machine Company The — Bridgeport
Scovill Manufacturing Company (Brass & Bronze) — Waterbury 91
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) — Torrington
Union Mfg Co (grey iron & semi steel) — New Britain
Waterbury Foundry Company The (highway & sash weights) — Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass) — Middletown

(Advt.)

Castings—Investment
Arwood Precision Casting Corp — Groton

Cements—Refractory
Mullite Refractory Co The — Shelton

Centers
Ready Tool Co The (anti friction, carbide tipped, high speed) — Bridgeport

Chain
Risdon Manufacturing Co John M Russel Div — Naugatuck
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable) — Torrington

Chain—Bead
Auto-Swage Products Inc — Shelton
Bead Chain Mfg Co The — Bridgeport

Chain—Power Transmission and Conveying
Whitney Chain Company — Hartford

Chairs
The Hitchcock Chair Company — Riverton

Chemical Analysis
State Testing Laboratory — Bridgeport

Chemical Manufacturing
Carwin Company The — North Haven

Chemicals
American Cyanamid Company — Waterbury
Apothecaries Hall Co — Waterbury
Carwin Company The — North Haven
Macalaster Bicknell Company — New Haven
MacDermid Incorporated — Waterbury
Naugatuck Chemical Division United States Rubber Co — Naugatuck
New England Lime Company — Canaan
Pfizer & Co Inc Chas — Groton

Chemicals—Agriculture
Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) — Naugatuck

Christmas L'ght Clips
Foursome Manufacturing Co — Bristol

Chromium Plating
Chromium Corp of America — Waterbury
Chromium Process Company The — Shelton
City Plating Works Inc — Bridgeport

Chucks
Cushman Chuck Co The — Hartford
Horton Chuck Div The E Horton & Son Company — Windsor Locks
Jacobs Manufacturing Co The — West Hartford
Union Manufacturing Company — New Britain

Chucks—Drill
Jacobs Manufacturing Co The — West Hartford

Chucks & Face Plate Jaws
Cushman Chuck Co The — Hartford
Union Mfg Co — New Britain
Horton Chuck Div The E Horton & Son Company — Windsor Locks

Chucks—Power Operated
Cushman Chuck Co The — Hartford
Union Manufacturing Company — New Britain

Circuit Breakers
Trumbull Components Department, General Electric Co — Plainville

Circulating Pumps
Corley Co Inc The — Plainville

Clay
Howard Company (Fire Howard "B" and High Temperature Dry) — New Haven

Cleaning Compounds
Enthone Inc (Industrial) — New Haven
Foy Electro-Chemical Co (industrial) — Ansonia

Cleansing Compounds
MacDermid Incorporated — Waterbury

Clock Mechanisms
Lux Clock Mfg Co The — Waterbury

Clocks
E Ingraham Co The — Bristol
Seth Thomas Clocks — Thomaston
United States Time Corporation The — Waterbury

Clocks—Alarm
Lux Clock Mfg Co The — Waterbury

Clocks—Automatic Cooking
Lux Clock Mfg Co The — Waterbury

Clutches
Snow-Nabstedt Gear Corp The — New Haven

Clutch Facings
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic) — Bridgeport
Russell Mfg Co The — Middletown

Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) — Ivoryton

Coil Winding Machines
Boesch Mfg Co Inc — Danbury

Coils
Dano Electric Company — Winsted

Coils—Electric
Bittermann Electric Company — Canaan

Coils—Pipe or Tube
National Pipe Bending Co The — 160 River St New Haven
Whitlock Manufacturing Co The — Hartford

Cold Molded Electrical Insulation
Meriden Molded Plastics — Meriden

Commercial Heat Treating
A F Holden Company The — 52 Richard St West Haven

Commercial Truck Bodies
Metropolitan Body Company — Bridgeport

Compacts
Scovill Manufacturing Company (powder and rouge) — Waterbury

Comparators
Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit) — West Hartford

Complete Plating Dept. Installations
Foy Electro-Chemical Co — Ansonia

Compressors
Norwalk Company Inc (high pressure air and gas) — South Norwalk

Computers
Newton Co The (electronic) — Manchester
Reflectone Corporation The — Stamford

Concrete Products
Plastricrete Corp — Hamden

Condenser and Heat Exchanger Tubes
Bridgeport Brass Company — Bridgeport
Scovill Manufacturing Company — Waterbury

Cones
Sonoco Products Co (Climax-Lowell Div) (Paper) — Mystic

Consulting Engineers
McNeal J D (Electrical and Electronic) — New Haven
Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave — Hartford

Continuous Mill Gages
Pratt & Whitney Co Inc — West Hartford

Contract Machining
Laurel Mfg Co Inc (Precision Production Small Parts) — Plainville
Malleable Iron Fittings Company — Branford
Charles Parker Co — Meriden

Contract Manufacturers
Fenn Mfg Co The (Precision Machine Work) — Newington
Greist Mfg Co The (metal parts and assemblies) 503 Blake St — New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications) — Durham
Charles Parker Co (sheet metal fabricators) — Meriden
Plume & Atwood Mfg Co The (metal parts and assemblies) — Thomaston
Scovill Manufacturing Company (metal parts and assemblies) — Waterbury 91
J H Sessions & Son — Bristol

Controllers
Bristol Company The — Waterbury
Manning Maxwell & Moore Inc — Stratford

Controls—Remote
Panish Controls (Remote Controls for Marine & Aeronautic Applications) — Bridgeport

Converters DC to AC
Electric Specialty Co — Stamford

Conveyor Systems
Leeds Conveyor Mfg Co The — East Haven
Production Equipment Co — Meriden

Copper
American Brass Corp The (sheet, wire, rods, tubes) — Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) — Bridgeport
Bristol Brass Corp The (steel) — Bristol
Chase Brass & Copper Co (sheet, rod, wire tube) — Waterbury
Thinsheet Metals Co The (sheets and rolls) — Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp — New Haven

Copper Castings
Knapp Foundry Company Inc — Guilford

Copper Sand Castings
Bridgeport Deoxidized Bronze Corp — Bridgeport

Copper Sheets
American Brass Company The — Waterbury
New Haven Copper Co The — Seymour

Copper Shingles
New Haven Copper Co The — Seymour

Copperware
Bridgeport Brass Company (cooking utensils) — Bridgeport

Copper Water Tube
American Brass Company The — Waterbury
Bridgeport Brass Co — Bridgeport

Cords—Asbestos Insulated
General Electric Company — Bridgeport

Cords—Braided
General Electric Company — Bridgeport

Cords—Heater
Essex Mills Inc — Essex
General Electric Company — Bridgeport

Cords—Portable
General Electric Company — Bridgeport

Cord Sets—Electric
General Electric Company — Bridgeport
Seeger-Williams Inc — Bridgeport

Cork Cots
Sonoco Products Co (Climax-Lowell Div) — Mystic

Corrugated Box Manufacturers
Connecticut Container Corporation — New Haven
Corrugated Containers Inc — Hartford

Corrugated Shipping Cases
Connecticut Container Corporation — New Haven
Connecticut Corrugated Box Div Robert Gair Co Inc — Portland
D L & D Container Corp 87 Shelton Ave — New Haven

Cosmetic Containers
Eyelet Specialty Co The — Waterbury
Plume & Atwood Mfg Co The (metal) — Thomaston
Scovill Manufacturing Company — Waterbury

Cosmetics
J B Williams Co The — Glastonbury

Cotton and Asbestos Wicking
Bland Burner Co The — Hartford

Cotton Yarn
Floyd Cranska Co The — Moosup

Counting Devices
Veeder-Root Inc — Hartford

Couplings
Scovill Manufacturing Company (hose and tube) — Waterbury

Couplings—Self-Sealing
Sperry Products Inc — Danbury

Cranes and Conveyors
J-B Engineering Sales Co — New Haven

Crushers
Farrel-Birmingham Company Inc (Stone and Ore) — Ansonia

Cups—Paper
Continental Can Co Paper Container Div — Kensington

Cushioning for Packaging
B F Goodrich Sponge Products Division — Shelton
Gilman Brothers Co The — Gilman

Cut Stone
Dextone Co The — New Haven

Cutters
Barnes Tool Company The (pipe cutters, hand) — New Haven
Mitrametric Co The (ground pinion) — Torrington
Pratt & Whitney Co Inc (Milling Cutters all types) — West Hartford

Cutting & Creasing Rule
Bartholomew Co H I — Bristol

Cyl. Gauges & Tools
J & S Machine Co Inc — Hartford

Deep Hole Drilling & Reaming
Hamden Deep Hole Drilling Co — Hamden
Wilson Arms Co The — Hartford

(Advt.)

Deep Drawings
Stanley Pressed Metal — New Britain

Delayed Action Mechanism
M H Rhodes Inc — Hartford
R W Cramer Company Inc The — Centerbrook

Demineralizers
Crystal Research Laboratories — Hartford
Foy Electro-Chemical Co (industrial) — Ansonia

Design and Development
Sight Light Div The American & Machine & Foundry Co (electrical and electronic equipment) — Deep River

Development Work
Saybrook Manufacturing Inc — Old Saybrook

Diamonds—Industrial
Diamond Tool and Die Works — Hartford

Dictating Machines
Dictaphone Corporation — Bridgeport
Gray Manufacturing Company The — Hartford
SoundScriber Corporation The — New Haven

Die Cast Dies
C & F Tool & Die Corp — Bridgeport

Die Castings
Mt Vernon Die Casting Co — Stamford
Newton-New Haven Co Inc — New Haven

Die Casting Dies
ABA Tool & Die Co — Manchester
Eastern Machine Screw Corp The Truman & Barclay Sts — New Haven
Parker Stamp Works Co The — Hartford
Weimann Bros Mfg Co The — Derby

Die Heads—Self Opening
Eastern Machine Screw Corp The — New Haven
Geometric Tool Division, Greenfield Tap & Die Corp — New Haven

Die Polishing Machinery
Hartford Special Machinery Co The — Hartford

Die Sets
Pratt & Whitney Co Inc (Precision) — West Hartford
Producto Machine Company The — Bridgeport
Union Mfg Co (precision, steel and semi-steel) — New Britain

Die Sinkers
Pratt & Whitney Co Inc — West Hartford

Dies
Hoggson & Pettis Mfg Co The — 141 Brewery St New Haven
Mitrametric Co The (ground for gears) — Torrington
Parker Stamp Works Inc The (plastics and die castings) — Hartford
Pratt & Whitney Co Inc (Monocone and Ducone Dies) — West Hartford

Dies & Die Cutting
Douglas Co Geo M — New Haven

Dish Drying Machines
Colt's Manufacturing Company — Hartford

Dish Washing Machines
Colt's Manufacturing Company — Hartford

Display Containers
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard) — New Haven and Versailles

Displays—Metal
Durham Mfg Co The (Designing & Mfg to customers' specifications) — Durham
Merriam Mfg Co (Contract Work to Individual Specifications) — Durham
Parsons Co Inc W A (custom designed)

Distribution Centers
Distribution Assemblies Department, General Electric Co — Plainville

Door Closers
Sargent & Company — New Haven
Yale & Towne Mfg Co The — Stamford

Doors
Bilco Co The (metal, residential and commercial) — West Haven

Dowel Pins
Allen Manufacturing Co The — Hartford
Holo-Krome Screw Corp The — West Hartford

Drafting Accessories
Joseph Merritt & Co — Hartford

Draft Inductors
Corley Co Inc The — Plainville

Drill Presses
Townsend Mfg Co The H P — Elmwood

Drilling Machines
Howe & Faut Inc (Turret Type) — East Norwalk
Pratt & Whitney Co Inc (Deep Hole) — West Hartford

Drilling and Tapping Machinery
Hartford Special Machinery Co The — Hartford

Drop Forgings
Atwater Mfg Co — Plantsville
Billings & Spencer Co The — Hartford
Consolidated Industries — West Cheshire
Wilcox Crittenden & Co Inc — Middletown

Druggists' Rubber Sundries
Seamless Rubber Company The — New Haven

Duplicating Machines—Automatic
Pratt & Whitney Co Inc — West Hartford

Duplicator Tables
Regent Machine Co — Bridgeport

Elastic Narrow Fabric
Essex Mills Inc — Essex

Electric Cables
General Electric Company (for residential, commercial and industrial applications) — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Clocks
Sessions Clock Co The (alarm, kitchen, occasional and office) — Forestville

Electric—Commutators & Segments
Cameron Elec Mfg Co The (rewinding motors) — Ansonia

Electric Cord Springs
Bristol Spring Manufacturing Co — Plainville

Electric Cords
General Electric Company — Bridgeport
Rockbestos Products Corp. (asbestos insulated) — New Haven

Electric Eye Control
Ripley Company Inc — Middletown

Electric Fixture Wire
General Electric Company — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Durabilt") — Winsted

Electric Heating Elements
Hartford Element Co — Hartford

Electric Ignition Harnesses
General Electric Company — Bridgeport

Electric Insulation
Case Brothers Inc — Manchester
Stevens Paper Mills Inc The — Windsor

Electric Lighting Fixtures
Fan-Craft Mfg Co (residential, church, post lanterns) — Plainville
Plume & Atwood Mfg Co The — Thomaston
Wasley Products Inc — Plainville

Electric Motor Controls
Arrow-Hart & Hegeman Electric Co The — Hartford

Electrical Outlet and Switch Boxes, and Covers
General Electric Company — Bridgeport

Electric Signs
Berger Sign Co — Hartford
United Advertising Corp — New Haven

Electric Switches
Arrow-Hart & Hegeman Electric Co The — Hartford

Electric Time Controls
R W Cramer Company Inc The — Centerbrook

Electric Timers
Sessions Clock Co The — Forestville

Electric Timing Motors
Sessions Clock Co The (small) — Forestville

Electric Underfloor Duct System
General Electric Company — Bridgeport

Electric Wire
General Electric Company — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Wiring Devices
Arrow-Hart & Hegeman Electric Co The — Hartford

Electric Woven Heating Elements
Pre-Fab Heating Co Inc — Guilford

Electrical and Electronic Assemblies
Sight Light Div The American Machine & Foundry Co — Deep River

Electrical Conduit Fittings & Grounding Specialties
Gillette-Vibber Company The — New London

Electrical Connectors
Burndy Engineering Co Inc — Norwalk

Electrical Control Apparatus
Plainville Electrical Products Co The — Plainville

Electrical Goods
A C Gilbert Co — New Haven

Electrical Motors
Electric Specialty Co — Stamford
U S Electrical Motors Inc — Milford

Electrical Recorders
Bristol Co The — Waterbury

Electrical Relays and Controls
Allied Control Co — Plantsville

Electrical Switchboards
Plainville Electrical Products Co The — Plainville

Electrical Test Equipment
McNeal J D — New Haven

Electrical Wiring Systems
Wiremold Co The — Hartford

Electronic Parts
Terryville Manufacturing Co (Stampings to customer specifications — Terryville

Electronics
Gray Manufacturing Company The — Hartford
McNeal J D — New Haven
Newton Co The — Manchester
Ripley Co — Middletown
Sturrup Larabee & Warmers Inc — Middletown

Electroplating
City Plating Works Inc — Bridgeport
National Sherardizing & Machine Co — Hartford
Waterbury Plating Company — Waterbury

Electroplating—Equipment & Supplies
Comco Inc Div of Enthone Inc — New Haven
Lea Manufacturing Co The — Waterbury
MacDermid Incorporated — Waterbury

Electroplating & Industrial Selenium Rectifiers
Foy Electro Chemical Co — Ansonia

Electroplating Processes & Supplies
Enthone Inc — New Haven
United Chromium Incorporated — Waterbury

Electrotypes
Barnum-Hayward Electrotype Co Inc — New Haven
Lockwood Sons Inc Wm H — Hartford
New Haven Electrotype Div Electrographic Corp — New Haven

Elevators
Eastern Machinery Co The (passenger and freight) — New Haven
General Elevator Service Co — Hartford

Enameling
Conn Metal Finishing Co — Hamden
Waterbury Plating Company — Waterbury

Enameling and Finishing
Clairglow Mfg Co — Portland

End Milling Cutters
Pratt & Whitney Co Inc — West Hartford

Engines
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) — East Hartford

Envelopes
Curtis 1000 Inc — Hartford
United States Envelope Company Hartford Division — Hartford

Envelopes—Stock and Special
Continental Can Co Paper Container Div Kensington

Environmental Testing
State Testing Laboratory Bridgeport

Extractors—Tap
Walton Company The West Hartford

Eyelets
American Brass Company The Waterbury
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
Stevens Co Inc Waterbury

Eyelets, Ferrules and Wiring Terminals
American Brass Company The Waterbury

Eyelet Machine Products
American Brass Company The Waterbury
Ball & Socket Mfg Co The West Cheshire
Cold Forming Mfg Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Stevens Co Inc Waterbury

Fabricators
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

Fan Blades
Torrington Manufacturing Company The Torrington

Fancy Dress Buttons and Buckles
Waterbury Companies Inc Waterbury

Fans—Electric
General Electric Company Bridgeport

Fasteners—Aircraft
Scovill Manufacturing Company (PANELOC Aircraft Fasteners) Waterbury

Fasteners—Laundry Proof
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Fasteners—Slide & Snap
G E Prentice Mfg Co The Kensington
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

Federal Pre-Engineered Homes
Federal Homes Corporation Canaan

Felt
Auburn Manufacturing Company The (mechanical, cut parts) Middletown
Drycor Felt Company (paper makers and industrial) Staffordville

Felt—All Purpose
American Felt Co (Mill & Cutting Plant) Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Fenders—Boat
B F Goodrich Sponge Products Division Shelton

Fiber-glass Fabrication
Davis Co The E J New Haven

Fibre Board
Bird & Son Inc New Britain
Case Brothers Inc Manchester
C H Norton Co The North Westchester
Stevens Paper Mills Inc The Windsor

File Cards
Standard Card Clothing Co The Stafford Springs

Films
Cine-Video Productions Inc Milford

Finger Nail Clippers
H C Cook Co The 32 Beaver St Ansonia

Firearms
Colt's Manufacturing Company Hartford
Junior Screw Machine Products Inc West Haven
Marlin Firearms Co The New Haven
O F Mosberg & Sons Inc New Haven
Remington Arms Company Inc Bridgeport
Arms and Ammunition Div Olin Mathieson Chemical Corp New Haven

Fire Hose
Fabrics Fire Hose (municipal and industrial) Sandy Hook

Fireplace Goods
American Windshield & Specialty Co The 881 Boston Post Road Milford
John P Smith Co The (screens) 423-33 Chapel St New Haven

Fireproof Floor Joists
Dextone Co The New Haven

Fireworks
M Backes' Sons Inc Wallingford

Fishing Lures
Dresser Products Inc Canaan

Fishing Tackle
H C Cook Co The 32 Beaver St Ansonia

Flashlights
Bridgeport Metal Goods Mfg Co Bridgeport
Electrical Div Olin Mathieson Chemical Corp New Haven

Flat Springs
Bristol Spring Manufacturing Co Plainville
Gemco Manufacturing Co Inc Southington

Flexible Shaft Machines
Pratt & Whitney Co Inc West Hartford

Floor & Ceiling Plates
Beaton & Cadwell Mfg Co The New Britain

Fluorescent Lighting Equipment
Fullerton Manufacturing Corp Norwalk
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford

Foam Rubber
B F Goodrich Sponge Products Division Shelton

Forgings
Atwater Manufacturing Company Plantsville
Billings & Spencer Company Hartford
Capewell Manufacturing Company Hartford
Cawthra Bros Forge Co Shelton
Clark Brothers Bolt Co Milldale
Consolidated Industries Inc West Cheshire
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Ductile Iron Foundry Inc Stratford
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia
Fritzell Foundry & Casting Co The New Haven
Hartford Electric Steel Corp The Hartford
Charles Parker Company The (brass, bronze, aluminum) Meriden
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Producto Machine Company The Bridgeport
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington
Union Mfg Co (gray iron & semi steel) New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Fountain Pens and Mechanical Pencils
Waterman Pen Company Inc Seymour

Foundry Riddles
John P Smith Co The 423-33 Chapel St New Haven

Frames—Hack Saw
Thompson & Son Co The Henry G. New Haven

Fuel Oil Pump and Heater Sets
Peabody Engineering Corporation Stamford

Furnaces
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk

Gage Blocks
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

Galvanizing
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown

Gaskets
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Division of Raybestos-Manhattan Inc Bridgeport
Tsingris Die Cutting Corp (from all materials) Waterbury

Gas Range Conversion Burner
Holyoke Heater Corp of Conn Inc Hartford

Gas Scrubbers, Coolers and Absorbers
Peabody Engineering Corporation Stamford

Gauges
Bristol Co The (pressure and vacuum-recording automatic control) Waterbury
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford

Gears
Mitrametric Co The (blanked fine pitch) Torrington

Gears and Gear Cutting
Farrel-Birmingham Company Inc Ansonia
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford

Glass Blowing
Macalaster Bicknell Company New Haven

Glass Cutters
Fletcher-Terry Co The Forestville

Glass Machinery
Tavano Mfg Co Torrington

Gold & Silver Plating
Donham Craft Inc (on metals & plastics) Thomaston

Golf Equipment
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

Greeting Cards
A D Steinbach & Sons Inc New Haven

Grinding
Farrel-Birmingham Company Inc (Roll and Cylinderical) Ansonia
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

Grinding Heads—Internal
Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

Grinding Machines
Farrel-Birmingham Company Inc (Roll) Ansonia
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Grommets
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Waterbury

Ground Rubber Rolls
Saybrook Manufacturing Inc Old Saybrook

Guards for Machinery
Wheeler Co The G E New Haven

Hack and Band Saw Blades
Capewell Manufacturing Co The Hartford

Hammers—Carpenters and Machinests
Capewell Manufacturing Company Hartford

Hand Tools
Billings and Spencer Company (wrenches, sockets and shop tools) Hartford
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport

Hardness Testers
Wilson Mechanical Instrument Div American, Chain & Cable Company Inc Bridgeport

Hardware
Bassick Company The (Automotive) Bridgeport
Harlock Products Corp New Haven
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Mfg Co The Stamford

Hardware—Marine & Bus
Rostand Mfg Co The Milford

Hardware—Trailer Cabinet
Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Mfg Co The Stamford

Hat Machinery
Doran Bros Inc Danbury

Health Surgical & Orthopedic Supports
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

Heat Elements
Electroflex Heat Inc Hartford
Safeway Heat Elements Inc (woven wire resistance type) Middletown

Heat Exchangers
Whitlock Manufacturing Co The Hartford

Heat Treating
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The 1045 New Britain Ave Elmwood
Commercial Metal Treating Co Bridgeport
New Britain-Gridley Machine Division The New Britain Machine Co New Britain
Skene Co Inc The William A (metals) Bridgeport
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

(Advt.)

Heat-Treating Equipment
Autoyre Company The — Oakville
Barnes Co The Wallace Div Associated Spring Corp — Bristol
A F Holden Company The 52 Richard Street — West Haven (Main Plant)
Bauer & Company Inc — Hartford
Rolock Inc (Retorts, Muffles, etc.) — Fairfield
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave — Hartford

Heat Treating Fixtures
Rolock Inc (Trays, Baskets, etc.) — Fairfield
Wiretex Mfg Co Inc — Bridgeport

Heat Treating Salts and Compounds
A F Holden Company The 52 Richard Street — West Haven
Mitchell-Bradford Chemical Co — Bridgeport

Heaters—Electric
General Electric Company — Bridgeport

Heating and Cooling Coils
G & O Manufacturing Co — New Haven

Heating Elements
Hartford Element Co — Hartford

Heavy Chemicals
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)

Hex-Socket Screws
Bristol Company The — Waterbury
Holo-Krome Screw Corp The — West Hartford

High Frequency Alternators
Electric Specialty Co — Stamford

Highway Guard Rail Hardware
Malleable Iron Fittings Co — Branford

Hinges
Homer D Bronson Company — Beacon Falls

Hobs and Hobbings
ABA Tool & Die Co — Manchester
Parker Stamp Works Inc The — Hartford
Pratt & Whitney Co Inc (Die and Thread Milling) — West Hartford

Hoists
J-B Engineering Sales Co — New Haven

Hoists and Trolleys
Union Mfg Company — New Britain

Hose Fittings
Don Mfg Co J M — Naugatuck
Scovill Manufacturing Company — Waterbury

Hose—Flexible Metallic
American Brass Co American Metal Hose Branch — Waterbury

Hose Supporter Trimmings
Hawie Mfg Co The (So-Lo Grip Tabs) — Bridgeport

Hydraulic Brake Fluids
Eis Manufacturing Co — Middletown

Hydraulic Controls
Sperry Products Inc — Danbury

Hypodermic Needles
Roehr Products Company — Waterbury

Ice Buckets
B F Goodrich Sponge Products Division — Shelton

Inductors
C G S Laboratories Inc — Stamford

Industrial Chemicals
Foy Electro-Chemical Co — Ansonia

Industrial Chrome Plating
Mirror Polishing & Buffing Co — Waterbury

Industrial Displays
Sansone Co S Frederick (Designers Builders and Counselors) — Short Beach

Industrial Finishes
Chemical Coatings Corporation — Rocky Hill
United Chromium Incorporated — Waterbury

Industrial Tools—Powder Actuated
Remington Arms Company Inc — Bridgeport

Inks
Waterman Pen Company Inc — Seymour

Insecticides
American Cyanamid Company — Waterbury

Insulated Wire & Cable
Geneal Electric Company (for residential commercial and industrial applications) — Bridgeport
Kerite Company The — Seymour

Insulated Wire & Cable Machinery
Davis Electric Company — Wallingford

Instruments
Bristol Company The — Waterbury
J-B-T Instruments Inc (Electrical and Temperature) — New Haven
Manning Maxwell & Moore Inc — Stratford
Pratt & Whitney Co Inc (Precision Measuring) — West Hartford

Insulation
Gilman Brothers Co The — Gilman

Integrators
Reflectone Corporation The — Stamford

Interval Timers
Lux Clock Manufacturing Company — Waterbury
Rhodes Inc M H — Hartford

Jacquard
Case Brothers Inc — Manchester

Japanning
J H Sessions & Son — Bristol

Jig Borer
Moore Special Tool Co (Moore) — Bridgeport
Pratt & Whitney Co Inc — West Hartford

Jigs, Fixtures & Gages
Federal Machine & Tool Co — Bristol

Jig Grinder
Moore Special Tool Co (Moore) — Bridgeport

Keller Machines
Pratt & Whitney Co Inc — West Hartford

Key Blanks
Sargent & Company — New Haven
Yale & Towne Mfg Co The — Stamford

Labels
J & J Cash Inc (Woven) — South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles) — Naugatuck

Label Moisteners
Better Packages Inc — Shelton

Laboratory Equipment
Eastern Industries Inc — New Haven

Laboratory Supplies
Macalaster Bicknell Company — New Haven

Laces
American Fabrics Company The — Bridgeport
Wilcox Lace Corporation — Middletown

Laces and Nettings
Wilcox Lace Corporation The — Middletown

Lacquers & Synthetic Enamels
Chemical Coatings Corporation — Rocky Hill
I-Sis Chemicals Inc — Stamford
United Chromium Incorporated — Waterbury

Ladders
A W Flint Co — 196 Chapel St New Haven

Laminated Metal
Bridgeport Brass Company — Bridgeport

Lamps
Plume & Atwood Mfg Co The (metal oil) — Waterbury

Lampholders—Incandescent and Fluorescent
General Electric Company — Bridgeport

Lamp Shades
Verplex Company The — Essex

Lanterns—Battery Operated
Electrical Div Olin Mathieson Chemical Corp — New Haven

Lathes—Contin-U-Matic
Bullard Company, The (vertical multi-spindle-continuous turning type) — Bridgeport

Lathes—Man-Au-Trol
Bullard Company The — Bridgeport

Lathes—Mult-Au-Matic
Bullard Company The (vertical multi-spindle-indexing type) — Bridgeport

Lathes—Toolroom and Automatic
Pratt & Whitney Co Inc — West Hartford

Lathes—Vertical Turret
Bullard Company The (single spindle) — Bridgeport

Lead Plating
Christie Plating Co The — Groton

Leather
Norwich Leather Co — Norwich
Herman Roser & Sons Inc (Genuine Pigskin) — Glastonbury

Leather Dog Furnishings
Andrew B Hendryx Co The — New Haven
The Smith-Worthington Saddlery Co — Hartford

Leather Goods Trimmings
G E Prentice Mfg Co The — Kensington

Leather, Mechanical
Auburn Manufacturing Company The (packings, cubs, washers, etc) — Middletown

Letterheads
Lehman Brothers Inc (designers, engravers, lithographers) — New Haven

Levels—Machinist's Precision
Bullard Company The — Bridgeport

Light Assemblies
Saybrook Manufacturing Inc — Old Saybrook

Lighting Accessories—Fluorescent
General Electric Company — Bridgeport

Lighting Equipment
Fullerton Manufacturing Corp — Norwalk
Miller Co The (Miller, Duplexalite, Ivanhoe) — Meriden

Lines—Braided
Essex Mills Inc — Essex

Lime
New England Lime Company — Canaan

Lipstick Cases
Scovill Manufacturing Company — Waterbury

Lipstick Containers
Bridgeport Metal Goods Mfg Co — Bridgeport
Plume & Atwood Manufacturing Co — Waterbury

Lithographers
O'Toole & Sons Inc T — Stamford

Lithographing
Kellogg & Bulkeley A Division of Connecticut Printers Inc — Hartford
Lehman Brothers Inc — New Haven
A D Steinbach & Sons — New Haven

Locks—Banks
Yale & Towne Mfg Co The — Stamford

Locks—Builders
Eagle Lock Co The — Terryville
Sargent & Company — New Haven
Yale & Towne Mfg Co The — Stamford

Locks—Cabinet
Eagle Lock Co The — Terryville
Excelsior Hardware Co The — Stamford
Yale & Towne Mfg Co The — Stamford

Locks—Special Purpose
Eagle Lock Co The — Terryville
Yale & Towne Mfg Co The — Stamford

Locks—Suitcase
Eagle Lock Co The — Terryville

Locks—Suitcase and Trimmings
Excelsior Hardware Co The — Stamford

Locks—Trunk
Eagle Lock Co The — Terryville
Excelsior Hardware Co The — Stamford
Yale & Towne Mfg Co The — Stamford

Locks—Zipper
Excelsior Hardware Co The — Stamford

Loom—Non-Metallic
Wiremold Company The — Hartford

Lubricants—High Pressure
Alpha Molykote Corp The — Stamford

Lubricants—Extreme Temperatures
Alpha Molykote Corp The — Stamford

Lubricating System—Mist
Thompson & Son Co The Henry G. — New Haven

Lumber & Millwork Products
City Lumber Co of Bridgeport Inc — Bridgeport

Machetes
Collins Company The — Collinsville (Advt.)

Machine Design
Black Rock Mfg Company The Bridgeport

Machine Tool Designers
R & S Company New Britain

Machine Tools
Bullard Company The Bridgeport
Pratt & Whitney Co Inc West Hartford
Producto Machine Company The Bridgeport

Machine Work
Black Rock Mfg Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision parts) Newington
Hartford Special Machinery Co The (contract work only) Hartford
National Sheradizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford
Swan Tool & Machine Co The Hartford
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

Machinery
Fenn Manufacturing Company The (special) Newington
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport
Hallden Machine Company The (mill) Thomaston
Torrington Manufacturing Co The (mill) Torrington

Machinery—Automatic
Banthin Engineering Company (new and rebuilt) Bridgeport

Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery Dealers & Rebuilders
Botwinik Brothers New Haven
J L Lucas and Son Fairfield
State Machinery Co Inc New Haven

Machinery—Extruding
Standard Machinery Co The Mystic

Machinery—Metal-Working
Fenn Mfg Co The Newington
Waterbury Farrel Foundry & Machine Co The Waterbury
Pratt & Whitney Co Inc West Hartford

Machinery—Nut
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Drawing
Fenn Mfg Co The Newington
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Straightening
Mettler Machine Tool Inc New Haven

Machines
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport
Patent Button Company The Waterbury

Machines—Automatic
A H Nilson Mach Co The (Special) Bridgeport

Machines—Automatic Chucking
Bullard Company The Bridgeport
New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) New Britain
Pratt & Whitney Co Inc (Potter & Johnson) West Hartford

Machines—Brushing
Fuller Brush Co The Hartford

Machines—Contin-U-Matic
Bullard Company The (verticle multi-spindle—continuous turning) Bridgeport

Machines—Draw Benches
Fenn Manufacturing Company The Newington

Machines—Forming
A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

Machines—Paper Ruling
John McAdams & Sons Inc Norwalk

Machines—Pipe & Bolt Threading
Capewell Mfg Co The Hartford

Machines—Precision Boring
New Britain-Gridley Machine Division The New Britain Machine Co New Britain

Machines—Rolling
Fenn Manufacturing Company The Newington

Machines—Slotting
Globe Tapping Machine Company The (High Production Screw Head Slotting) Bridgeport
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

Machines—Spacing Table
Bullard Company The Bridgeport

Machines—Special
Fenn Mfg Co The Newington
Fuller Brush Co The Hartford

Machines—Swaging
Fenn Manufacturing Company The Newington

Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head
Fenn Manufacturing Company The Newington

Machines—Wire Drawing
Fenn Manufacturing Company The Newington

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Manicure Instruments
W E Bassett Company The Derby

Marine Engines
Kilborn-Sauer Company (running lights and searchlights) Fairfield
Lathrop Engine Co The Mystic

Marine Equipment
Russell Manufacturing Company The (utility cord and accessory hardware) Middletown
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The New Haven

Marking Devises
Hoggson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel) Hartford

Material Handling
Parsons Co Inc W A (tote pans) Durham

Mats—Newspaper
Lockwood Sons Inc Wm H Hartford

Mattresses
Waterbury Mattress Co Waterbury

Metal Boxes
Parsons Co Inc W A (tool kits) Durham

Metal Boxes and Displays
Durham Mfg Co The (Designing & Mfg to customers specifications) Durham
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombilt containers and displays) Durham
Charles Parker Co (sheet metal fabricators) Meriden

Metal Cleaners
Apothecaries Hall Co Waterbury
Enthone Inc New Haven
Foy Electro-Chemical Co Ansonia
MacDermid Incorporated Waterbury

Metal Cleaning Machines
Colt's Manufacturing Company Hartford

Metal Finishes
Enthone Inc New Haven
Mitchell-Bradford Chemical Co Bridgeport
United Chromium Incorporated Waterbury

Metal Finishing
Hartford Industrial Finishing Co Hartford
National Sheradizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Metal Formings
Master Engineering Company West Cheshire
Stanley Pressed Metal New Britain

Metal Mouldings
Leed Co The H A Hamden

Metalizing
Conn Metal Finishing Co Hamden

Metal Novelties
H C Cook Co The 32 Beaver St Ansonia

Metal Parts Washing Machines
Foy Electro-Chemical Co Ansonia

Metal Plating—Gold & Silver
Donham Craft Inc Thomaston

Metal Products—Stampings
American Brass Company The Waterbury
Plume & Atwood Manufacturing Co Thomaston
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Waterbury 91
Stanley Pressed Metal New Britain

Metal Specialties
Excelsior Hardware Co The Stamford

Metal Spinning
Moseley Metal Crafts Inc West Hartford

Metal Stampings
A & B Metal Stamping Co Div Hunt Mfg Co Bridgeport
American Brass Company The Waterbury
Autoyre Co The (Small) Oakville
Better Formed Metals Inc Waterbury
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
H C Cook Co The 32 Beaver St Ansonia
Humason Mfg Co The Forestville
Mohawk Mfg Co (threaded) Middletown
J A Otterbein Company The (metal fabrications) Middletown
J H Sessions & Son Bristol
Patent Button Co The Waterbury
G E Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Thomaston
Saling Manufacturing Company Unionville
Stanley Pressed Metal New Britain
Swan Tool & Machine Co The Hartford
Terryville Manufacturing Co Terryville
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford

Meters
Standard Meter Repair Co The Shelton

Meters—Gas
Sprague Meter Company Bridgeport

Meters—Parking
Rhodes Inc M H Hartford

Microfilming
American Microfilming Service Company New Haven

Milk Bottle Carriers
John P Smith Co The 423-33 Chapel St New Haven

Mill Machinery
Torrington Manufacturing Company The Torrington

Milling Machines
Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Mill Products
Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) Waterbury

Mill Supplies
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Millwork
Hartford Builders Finish Co Hartford

Miniature Precision Connectors
Gorn Electric Co Stamford

Minute Minders
Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury

Mixing Equipment
Eastern Industries Inc New Haven
Gabb Special Products Div The E Horton & Son Co Windsor Locks
(Advt.)

Model Work
B & N Tool & Engineering Co (instruments and timing devices) Oakville

Mops
Fuller Brush Co The Hartford

Motor Control Centers
Distribution Assemblies Department, General Electric Co Plainville

Motor—Generator Sets
Electric Specialty Co Stamford

Motors—Electric Timing
Cramer Co Inc The R W Centerbrook

Motors—Synchronous
Cramer Co Inc The R W Centerbrook
Electric Specialty Co Stamford

Moulded Plastic Products
Butterfield Inc T F Naugatuck
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel) 114 Brewery St New Haven
Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford

Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Newspaper Mats
Lockwood Sons Inc Wm H Hartford

Nickel Anodes
Apothecaries Hall Co Waterbury

Nickel Silver
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
Sargent & Company New Haven
Yale & Towne Mfg Co Inc Stamford

Non-ferrous Metal Castings
Miller Company The Meriden
Charles Parker Co Meriden

Norge Pre-Cut Cottages
Federal Homes Corporation Canaan

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford

Oil Burners
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or Steam Atomizer) Stamford
Silent Glow Oil Burner Corp The 1477 Park St Hartford

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) South Norwalk
Whitlock Manufacturing Co The Hartford

Oils—Cutting
Anderson Oil Co Inc F E Portland

Open Knife Switches and Accessories
Trumbull Components Department, General Electric Co Plainville

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Otis Woven Awning Stripes
The Falls Company Norwich

Oven Brazing
Sight Light Div The American Machine & Foundry Co Deep River

Ovens—Electric
Bauer & Company Inc Hartford

Overhead Garage Doors
Wallingford Planing Mill Co Inc Yalesville

Package Sealers
Better Packages Inc Shelton

Packaging Machinery
Colt's Manufacturing Company (box making machinery, Trade mark "Rite Size") Hartford

Packaging & Packing
Mercer & Stewart Co The Hartford

Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet) Bridgeport

Padlocks
Sargent & Company New Haven
Waterbury Lock & Specialty Co The Milford
Yale & Towne Mfg Co Inc Stamford

Pads—Office
The Baker Goodyear Company New Haven

Paints and Enamels
Staminate Corp The New Haven

Panelboards—Lighting and Distribution
Distribution Assemblies Department, General Electric Co Plainville

Panelyte
Leed Co The H A Hamden

Panta
Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
Federal Paper Board Co Inc Montville, New Haven & Versailles
Gair Company Inc Robert Montville
Robertson Paper Box Co Montville
New Haven Pulp and Board Co The New Haven

Paper Box—Partitions
American Rondo Corporation (specialty partitions) Hamden

Paper Boxes
Atlantic Carton Corp (folding) Norwich
National Folding Box Co Div Federal Paper Board Co Inc (folding) New Haven & Versaille
New Haven Board and Carton Co The New Haven
Mills Inc H J Bristol
Robertson Paper Box Co (folding) Montville

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia

Paper Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell) Div Mystic

Parachute Cord
Essex Mills Inc Essex

Parallel Tubes
Sonoco Products Co (Climax-Lowell) Div Mystic

Parkerizing
Clairglow Mfg Company Portland

Parking Meters
Rhodes Inc M H Hartford

Parts
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished) Waterbury

Passenger Car Sander
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Pattern-Makers
Farrel-Birmingham Company Inc Ansonia

Penlights
Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
Andrew B Hendrix Co The New Haven

Phosphor Bronze
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Miller Company The (sheets, strips, rolls) Meriden
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photo Engraving
Wilcox Photo Engraving Co Inc New Haven

Photoflash Batteries
Electrical Div Olin Mathieson Chemical Corp New Haven

Photographic Equipment
Electrical Div Olin Mathieson Chemical Corp New Haven
Kalart Company Inc Plainville

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pins
CEM Company ("Spirol") Danielson

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Co (brass and Copper) Bridgeport
Chase Brass & Copper Co (red brass and copper) Waterbury
Howard Co (cement well and chimney) New Haven

Pipe Fitters Hand Tools & Pipe Threading Machines
Capewell Manufacturing Company Hartford

Pipe Fittings
Corley Co Inc Plainville
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (countersunk) West Hartford

Pipe Plugs—Socketed
Holo-Krome Screw Corp The West Hartford

Plastic Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) Ivoryton

Plastic Bottles
Plax Corporation Bloomfield

Plastic Buttons
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury

Plastic Film & Sheet Materials
Plax Corporation Bloomfield

Plastic Gems
Colt's Manufacturing Company Hartford

Plastic Lining Equipment
Comco Inc Div of Enthone Inc New Haven

Plastic Materials
American Cyanamid Co (Molding Compounds, Adhesives, Laminating Resins) Wallingford

Plastic Pipe and Fittings
Comco Inc Div of Enthone Inc New Haven

Plastic Molders
Plastic Molding Corporation Sandy Hcok

Plastic Molding
Butterfield Inc T F Naugatuck
U S Plastic Molding Corporation Wallingford

Plastic—Moulders
Colt's Manufacturing Company Hartford
Conn Plastics Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The Watertown

Plastic Printing Plates
Lockwood Sons Inc Wm H Hartford

Plastic Wire Coating Materials
Electronic Rubber Co Stamford

Plastics
B F Goodrich Sponge Products Division Shelton
Humphrey Fabricating Corp (laminated, fabricated parts) Unionville
Naugatuck Chemical Division Unitel States Rubber Co Naugatuck

(Advt.)

Plastics Machinery
Black Rock Mfg Company The — Bridgeport
Farrel-Birmingham Company Inc — Ansonia

Plastics Plated—Gold & Silver
Donham Craft Inc — Thomaston

Plastics—Moulds & Dies
Crown Tool & Die Co Inc — Bridgeport
Parker Stamp Works Inc The (for plastics) — Hartford

Plasticrete Bloc
Plasticrete Corp — Hamden

Platers
Acme Chromium Plating Co — New Haven
Christie Plating Co — Groton
City Plating Works — Bridgeport
Patent Button Co The — Waterbury
Water Plating Company — Waterbury
Chromium Process Company The (Chromium Plating only) — Derby

Platers' Equipment
Apothecaries Hall Company — Waterbury
Comco Inc Div of Enthone Inc — New Haven
Foy Electro-Chemical Co — Ansonia
Lea Manufacturing Co The — Waterbury
MacDermid Incorporated — Waterbury

Platers Metal
Plume & Atwood Mfg Co The — Thomaston

Plating
Christie Plating Co The (including lead plating) — Groton
City Plating Works Inc — Bridgeport
Conn Metal Finishing Co — Hamden
Superior Plating Co — Bridgeport

Plating on Metals & Plastics
Donham Craft Inc — Thomaston

Plating Processes and Supplies
Enthone Inc — New Haven
United Chromium Incorporated — Waterbury

Plumbers' Brass Goods
Bridgeport Brass Co — Bridgeport
Keeney Mfg Co The (special bends) — Newington
Scovill Manufacturing Company — Waterbury 48

Plumbing Specialties
Risdon Manufacturing Co John M Russell Div — Naugatuck

Pneumatic Machinery
Bourne Tool & Die Co (built, designed & tooled) — Watertown

Pole Line Hardware
Malleable Iron Fittings Co — Branford

Police Equipment
The Smith-Worthington Saddlery Co — Hartford

Polishing
Mirror Polishing & Buffing Co — Waterbury

Polishing & Buffing
General Polishing & Buffing — Bridgeport

Poly Chokes
Poly Choke Company The (a shotgun choking device) — Tariffville

Postage Meters
Pitney Bowes Inc — Stamford

Potentiometers—Electronic
Bristol Company The — Waterbury

Precision Electronic Chassis
Saybrook Manufacturing Inc — Old Saybrook

Precision Machine Tool Spindles
Whitnon Manufacturing Co (for milling, grinding, boring & drilling) — Farmington

Precision Manufacturing
Newton Co The (aircraft parts) — Manchester

Precision Revolving Machinery
Whitnon Manufacturing Co — Farmington

Precision Springs & Wire Forms
Rowley Spring Co Inc The — Bristol

Prefabricated Buildings
City Lumber of Bridgeport Inc The — Bridgeport

Premium Specialties
Waterbury Companies Inc — Waterbury

Preservatives—Wood, Rope, Fabric
Darworth Incorporated ("Cuprinol") ("Cellu-san") — Simsbury

Press Papers
Case Brothers Inc — Manchester

Presses
Farrel-Birmingham Company Inc (Hydraulic) — Ansonia

Presses—Molding
Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic) — Mystic

Presses—Power
Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation) — Simsbury
Waterbury Farrel Foundry & Machine Co The — Waterbury

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) — South Norwalk
Whitlock Manufacturing Co The — Hartford

Printing
Bussmann Press Inc — New Haven
Case Lockwood & Brainard A Division of Connecticut Printers Inc — Hartford
Finlay Brothers — Hartford
Heminway Corporation The — Waterbury
Hildreth Press — Bristol
Hunter Press — Hartford
Lehman Brothers Inc — New Haven
Taylor & Greenough Co The — Wethersfield
T B Simonds Inc — Hartford
A D Steinbach & Sons — New Haven
The Walker-Rackliff Company — New Haven

Printing Machinery
Banthin Engineering Co (automatic) — Bridgeport
Thomas W Hall Company — Stamford

Printing Plates
Lockwood Sons Inc Wm H — Hartford

Printing Rollers
Chambers-Storck Company Inc The (engraved) — Norwich

Production Control Equipment
Ripley Company Inc — Middletown

Profilers
Pratt & Whitney Co Inc — West Hartford

Propellers—Aircraft
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) — Windsor Locks

Protective Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) — Ivoryton
Harrison Company The A S (Waxes) — South Norwalk

Publishers
O'Toole & Sons Inc The — Stamford

Pumps
Yale & Towne Mfg Co The — Stamford

Pumps—Small Industrial
Eastern Industries Inc — New Haven

Pump Valves
Colt's Manufacturing Company — Hartford

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St — New Haven

Putty Softeners—Electrical
Fletcher Terry Co The — Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling) — Waterbury

Radiation—Finned Copper
Bush Manufacturing Co — West Hartford
G & O Manufacturing Company The — New Haven
Vulcan Radiator Co The (steel and copper) — Hartford

Radiators—Engine Cooling
G & O Manufacturing Co — New Haven

Radiographic Inspection
State Testing Laboratory — Bridgeport

Ratchet Offset Screw Driver
Chapman Co J W — Durham

Rayon Staple Fiber
Hartford Rayon Corp The — Rocky Hill

Reamers
Pratt & Whitney Co Inc (All types) — West Hartford

Recorders
Bristol Co The (automatic controllers, temperature, pressure, flow, humidty) — Waterbury

Reduction Gears
Farrel-Birmingham Company Inc — Ansonia
Snow-Nabstedt Gear Corp The — New Haven

Refractories
Howard Company — New Haven
Mullite Refractories Company The — Shelton

Refrigeration
Bowser Techanical Refrigeration Div Bowser Inc (high altitude, low temperature) — Terryville
Bush Manufacturing Co The — West Hartford

Regulators
Norwalk Valve Company (for gas and air) — South Norwalk
Sorensen & Company Inc — Stamford

Research & Development
Raymond Engineering Laboratories (Electro-Mechanical) — Middletown

Resistance Wire
C O Jeliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum) — Southport
Kanthal Corporation The — Stamford

Respirators
American Optical Company Safety Products Division — Putnam

Retainers
Hartford Steel Ball Co The (bicycle & automotive) — Hartford

Riveting Machines
Grant Mfg & Machine Co The — Bridgeport
Ripley Company Inc — Middletown
H P Townsend Manufacturing Co The — Elmwood

Rivets
Blake & Johnson Co The (brass, copper and non-ferrous) — Waterville
Clark Brothers Bolt Co — Milldale
Plume & Atwood Mfg Co The — Thomaston
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) — Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron) — Bridgeport

Rods
American Brass Company The (copper, brass, bronze) — Waterbury
Bridgeport Brass Company — Bridgeport
Bristol Brass Corp The (brass and bronze) — Bristol
Scovill Manufacturing Company (aluminum, brass, bronze, etc.) — Waterbury

Rollers—Bituminous Paving
Gabb Special Products Div E Horton & Son Company — Windsor Locks

Roller Skate Wheels
Raybestos Division of Raybestos-Manhattan Inc — Bridgeport

Roller Skates
Arms and Ammunition Div Olin Mathieson Chemical Corp — New Haven

Rolling Mills & Equipment
Farrel-Birmingham Company Inc — Ansonia
Fenn Mfg Co The — Newington
Precision Methods & Machines Inc — Waterbury
Waterbury Farrel Foundry & Machine Co The — Waterbury

Rolls
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) — Ansonia

Rope Wire
American Steel & Wire Div of U S Steel — New Haven

Rubber—Cellular
B F Goodrich Sponge Products Division — Shelton

Rubber Chemicals
Naugatuck Chemical Division United States Rubber Co — Naugatuck
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) — Stamford

Rubber Cutting Machinery
Black Rock Mfg Company The — Bridgeport

Rubberized Fabrics
Duro-Gloss Rubber Co The — New Haven

Rubber Footwear
Goodyear Rubber Co The — Middletown

Rubber Gloves
Seamless Rubber Company The — New Haven

Rubber—Handmade Specialties
Seamless Rubber Company The — New Haven (Advt.)

Rubber Latex Compounds and Dispersions
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck

Rubber—Latex Foam
B F Goodrich Sponge Products Division Shelton

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber—Molded Specialties
Airex Rubber Prod Corp Portland
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber Products
Airex Rubber Prod Corp Portland

Rubber Printing Plates
Lockwood Sons Inc Wm H Hartford

Rubber Products—Mechanical
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber—Reclaimed
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubbers
Naugatuck Chemical Div U S Rubber Co (special synthetic) Naugatuck

Rubbish Burners
John P Smith Co The 423-33 Chapel St New Haven

Rust Preventives
Anderson Oil Co Inc F E Portland
Enthone Inc New Haven

Rust Removers
Enthone Inc New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Clothing
American Optical Company Safety Products Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Products Division Putnam

Safety Goggles
American Optical Company Safety Products Division Putnam

Safety Switches
Trumbull Components Department, General Electric Co Plainville

Saw Blades—Hack
Capewell Mfg Co The Hartford
Thompson & Son Co The Henry G. New Haven

Saw Blades—Hack & Band
Capewell Manufacturing Company Hartford

Saw—Hole
Thompson & Son Co The Henry G. New Haven

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven
Thompson & Son Co The Henry G. New Haven

Scissors
Acme Shear Company The Bridgeport

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Products
Accurate Screw Products Inc (B & S Swiss & Davenports) Southington
Apex Tool Co Inc The Bridgeport
Auto Electric Screw Machine Co Inc Bridgeport
Blake & Johnson Co The Waterville
Consolidated Industries West Cheshire
Dependable Automatic Screw Co Waterbury
Eastern Machine Screw Corp The
Truman & Barclay Sts New Haven
Fairchild Screw Products Inc Winsted
Franklin Screw Machine Co The (up to 1½" capacity) Hartford
Garthwait Mfg Co A E (up to and incl ½") Waterbury
Greist Mfg Co The (Up to 1½" capacity) New Haven
Horberg Grinding Industries Inc (Heat treated and ground type only)
19 Staples Street Bridgeport
Humason Mfg Co The Forestville
Hunt Mfg Co Bridgeport
Junior Screw Machine Products Inc West Haven

Screw Machine Products (Cont.)
Lowe Mfg Co The Wethersfield
Main Screw Machine Products (davenport & automatics exclusively) Waterbury
Meriden Precision Screw Products Co Meriden
National Automatic Products Company The Berlin
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
New Haven Screw Machine Prods Inc (up to 1½" capacity) Milford
Olson Brothers Company (up to ¾" capacity) Plainville
Olson & Sons R P Southington
Peck Spring Co The Plainville
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
United Screw Machine Co Thomaston
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls) West Hartford
Somma Tool Co (precision circular form tools) Waterbury

Screws
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford
Blake & Johnson Co The (machine and wood) Waterville
Bristol Company The (socket set and socket cap screws) Waterbury
Clark Brothers Bolt Co Milldale
Eagle Lock Co The Terryville
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury 91
Superior Manufacturing Co The Winsted

Screws—Socket
Allen Manufacturing Company The Hartford
Bristol Co The Waterbury
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc Shelton

Service Entrance Equipment
Trumbull Components Department, General Electric Co Plainville

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven
Merrow Machine Co The (Industrial) Hartford
Singer Manufacturing Company The (industrial) Bridgeport

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Sheet Metal Products
American Brass Co The (brass and copper) Waterbury
Dresser Products Inc (Fabricators) Canaan
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Charles Parker Co (sheet metal fabricators) Meriden
Parsons Co Inc W A (fabricators) Durham
Plume & Atwood Mfg Co The Thomaston
United Manufacturing Co Division of The W L Maxson Corp Hamden

Sheet Metal Stampings
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
Dresser Products Inc Canaan
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Shell Cores
Victors Brass Foundry Inc Guilford

Shell Molding
Victors Brass Foundry Inc Guilford

Shells
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury
Wolcott Tool and Manufacturing Company Inc Waterbury

Shipment Sealers
Better Packages Inc Shelton

Showcase Lighting Equipment
Wiremold Company The Hartford

Signals
H C Cook Co The (for card files)
32 Beaver St Ansonia

Signs
Berger Sign Co (neon electric-porcelain enamel-stainless steel) Hartford

Silk Screen Process Printing
Norton Co B H New Haven

Silk Screen Printing
Sirocco Screenprints New Haven

Silk Screening on Metal
Merriam Mfg Co (Displays and Specialties, to order) Durham

Silver & Gold Plating
Donham Craft Inc (on metals & plastics) Thomaston

Simulators
Reflectone Corporation The Stamford

Sintered Metal Products
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Scovill Manufacturing Company (GRIPPER zippers) Waterbury

Slings
American Steel & Wire Div of U. S. Steel New Haven

Smoke Stacks
Bigelow Company The (steel) New Haven
Norwalk Tank Co The South Norwalk

Snap Fasteners
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Special Machinery
Banthin Engineering Company (complete and/or parts) Bridgeport
Boesch Mfg Co Inc Danbury
Black Rock Mfg Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Federal Machine & Tool Co Bristol
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford
H P Townsend Mfg Company The Elmwood
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford

Special Parts
Fenn Mfg Co The Newington
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol

Spinnings
Gray Manufacturing Company The Hartford

Spline Milling Machines
Townsend Mfg Co The H P Elmwood

Sponge Rubber
B F Goodrich Sponge Products Division Shelton

Spotwelding
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

Spray Painting Equipment and Supplies
Lea Manufacturing Co The Waterbury

Spring Coiling Machines
Torrington Manufacturing Co The Torrington

Spring Presses
Townsend Mfg Co The H P Elmwood

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Barnes Co The Wallace Div Associated Spring Corp Bristol

Springs—Coil & Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Newcomb Spring Corp The Southington
New England Spring Manufacturing Company Unionville
Peck Spring Co The Plainville

Springs—Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville

Springs—Furniture
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport
(Advt.)

Springs—Wire
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
D R Templeman Co (coil and torsion) Plainville
J W Bernston Company (coil and torsion) Plainville
Newcomb Spring Corp The Southington

Springs, Wire & Flat
Autoyre Company The Oakville

Sprinklers
Scovill Manufacturing Company (GREEN SPOT) Waterbury

Stamped Metal Products
American Brass Company The Waterbury

Stampings
C & H Mfg Co Inc Watertown
Donahue Mfg Co Inc Watertown
DooVal Tool & Mfg Inc The Naugatuck
Foursome Manufacturing Co Bristol
Plume & Atwood Mfg Co The (small) Thomaston
Saybrook Manufacturing Inc Old Saybrook
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled) Waterbury
Stanley Pressed Metal New Britain

Stampings—Small
Acme Shear Co The Bridgeport
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L Bristol
Bristol Spring Manufacturing Co Plainville
Greist Manufacturing Co The New Haven
Humason Mfg Co The Forestville

Stamps
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker Stamp Works Inc The (steel) Hartford

Stationery Specialties
American Brass Company The Waterbury

Steel
Stanley Works The (cold rolled strip) New Britain

Steel Castings
Farrel-Birmingham Company Inc Ansonia
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron) Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Barnes Co The Wallace Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Ulbrich Stainless Steels Wallingford
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
American Steel & Wire Div of U S Steel New Haven
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order)

Steel—Ground Flat Stock
Thompson & Son Co The Henry G. New Haven

Steel—Hot Rolled Strip
Northeastern Steel Corp Bridgeport

Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford

Steel Strapping
Stanley Works The New Britain

Stereotypes
New Haven Electrotype Div Electrographic Corp New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Storage Batteries
R A E Storage Battery Mfg Co Glastonbury

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Structural Mouldings
Leed Co The H A Hamden

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Refractories Company The Shelton

Surface Metal Raceway & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Swaging Machinery
Fenn Mfg Co The Newington

Switchboards
Distribution Assemblies Department, General Electric Co Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Switches—Electric
General Electric Company Bridgeport

Synthetic Resins
American Cyanamid Co (Textile Resins, Paper Resins) Waterbury

Tabulating Equipment—Manual
Denominator Company Inc Woodbury
Veeder-Root Incorporated Hartford

Tanks
Bigelow Company The (steel) New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined) New Haven
Connecticut Welders Inc (steel, alloy & lined) Wallingford
Foy Electro-Chemical Co (Metal & Plastic) Ansonia
Norwalk Tank Co The South Norwalk
Rolock Inc (Alloy) Fairfield
Storts Welding Company (steel and alloy) Meriden

Tap Extractors
Walton Company The West Hartford

Tape
Russell Manufacturing Company The (woven cotton and woven glass tape) Middletown

Tapes—Industrial Pressure Sensitive
Seamless Rubber Company The New Haven

Tape Recorders
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Tape Recorder Magazines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Taps
Pratt & Whitney Co Inc West Hartford

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
Bristol Co The Waterbury

Telephone Answering & Recording Machines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Television—Radio
Junior Screw Machine Products Inc West Haven

Testers-Insulation
McNeal J D New Haven

Testers—Insulation Wire & Cable
Davis Electric Company Wallingford

Testers—Non-Destructive
Sperry Products Inc Danbury

Textile Machinery
Merrow Machine Co The 2814 Laurel St Hartford

Textile Printing Gums
Polymer Industries Inc Springdale

Textile Processors
American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville

Thermometers
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Stratford

Thin Gauge Metals
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Max Pollack & Co Inc Groton and Willimantic
Wm Johl Manufacturing Co Mystic

Thread Chasers
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

Thread Gages
Pratt & Whitney Co Inc West Hartford

Thread Milling Machines
Pratt & Whitney Co Inc West Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford

Threading Machines
Grant Mfg & Machine Co The (double and automatic) Bridgeport

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook
Rhodes Inc M H Hartford

Timing Devices
B & N Tool & Engineering Co (development and model work) Oakville
R W Cramer Company Inc The Centerbrook
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Tokens
Scovill Manufacturing Company (bus, street car and subway fare) Waterbury

Tool Bits
Thompson & Son Co The Henry G. New Haven

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tool Hardening
Commercial Metal Treating Co Bridgeport

Tools
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Oakville
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven

Tools & Dies
C & H Mfg Co Inc Watertown
Lambro Tool-Die & Mfg Co Bridgeport
Metropolitan Tool & Die Hartford
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures
Greist Mfg Co The New Haven

Tools, Dies, Jigs & Fixtures
Lyons Tool & Die (modelwork, jig boring) Meriden
O.S.A. Manufacturing Co Plainville
Otterbein Co J A Middletown
Riverside Mfg Co Inc The New Haven
Telke Tool & Die Mfg Co New Britain

Tools, Fixtures, Gauges
Fredericks Tool Co J F West Hartford

Toroidal Winding Machines
Boesch Mfg Co Inc Danbury

Totalizers
Reflectone Corporation The Stamford

Toys
Geo S Scott Mfg Co The Wallingford
Gilbert Co The A C New Haven
Gong Bell Co The East Hampton
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Tramways
American Steel & Wire Div of U S Steel New Haven

Transformers
Berkshire Transformer Corp The New Milford
Dano Electric Company Winsted

Trucks—Commercial
Metropolitan Body Company (Internationl Harvester truck chasis and "Metro" bodies) Bridgeport

Trucks—Industrial
George P Clark Co Windsor Locks

Truck—Lift
Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
Excelsior Hardware Co The (lift) Stamford

Tube Bending
Donahue Mfg Co Inc Watertown

Tube Clips
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

Tube Fittings
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube) Waterbury

Tubers
Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic

Tubes—Collapsible Metal
Sheffield Tube Corp The New London (Advt.)

Tubing
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scoville Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Flexible Metallic
American Brass Co Metal Hose Branch Waterbury

Tubing—Heat Exchanger
American Brass Company The Waterbury
Scovill Manufacturing Company Waterbury 91

Tumbling Barrels
Henderson Bros Co The Waterbury

Tumbling Equipment & Supplies
Esbec Barrel Finishing Corp Beyram
Foy Electro-Chemical Co Ansonia

Tumbling Service
Esbec Barrel Finishing Corp Meriden

Turntables
Macton Machinery Company Inc (industrial & display) Stamford

Typewriters
Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

Typewriters—Portable
Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford and Bridgeport

Ultrasonic Processing Equipment
General Ultrasonics Co The Hartford

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers
American Thermos Bottle Co Norwich

Vacuum Cleaners
Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valve Discs
Colt's Manufacturing Company Hartford

Valves—Automobile Tire
Bridgeport Brass Company Bridgeport

Valves
Norwalk Valve Company (sensitive check valves) South Norwalk

Valves—Aircraft
Bridgeport Thermostat Div Robertshaw-Fulton Controls Co Milford

Valves—Radiator Air
Bridgeport Brass Company Bridgeport

Valves—Relief & Control
Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief
Manning Maxwell & Moore Inc Stratford

Vanity Boxes
Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Thomaston
Scovill Manufacturing Company Waterbury

Vapor Degreasing Machines
Foy Electro-Chemical Co (Manual & Automatic) Ansonia

Varnishes
Staminite Corp The New Haven

Vegetable Peelers
Colt's Manufacturing Company Hartford

Velvets
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington
Leiss Velvet Mfg Co Inc The Willimantic

Venetian Blinds
Findell Manufacturing Company Manchester
Jennings Company The S Barry New Haven
New England Shade & Blind Co Inc Durham

Venetian Blind Tape
Russell Manufacturing Company The (woven cotton and woven plastic) Middletown

Ventilating Equipment
Foy Electro-Chemical Co Ansonia

Ventilating Systems
Colonial Blower Company Plainville

Vertical Shapers
Pratt & Whitney Co Inc West Hartford

Vibrators—Pneumatic
Branford Co The (industrial) New Haven

Vinyl Extrusion & Moulding Compounds
Electronic Rubber Co Stamford

Vises
Charles Parker Co The Meriden
Fenn Manufacturing Company The (Quick-Action Vises) Newington
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Wall Paper
Stamford Wall Paper Co Inc Stamford

Washers
American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Blake & Johnson The (brass, copper & non-ferrous) Waterville
Clark Brothers Bolt Co Milldale
Humphrey Fabricating Corp Unionville
Plume & Atwood Mfg Co The (brass & copper) Thomaston
J H Rosenbeck Inc Torrington
Saling Manufacturing Company (made to order) Unionville

Washers—Felt
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Watches
E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Heaters
Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric
Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene
Holyoke Heater Corp of Conn Inc Hartford

Waxes
Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor
Fuller Brush Co The Hartford

Wedges
Saling Manufacturing Company (hammer & axe) Unionville

Welding
Connecticut Welders Inc (fabrication & repairs) Wallingford
Farrel-Birmingham Company Inc Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

Welding—Lead
Connecticut Welders Inc (tanks & coils) Wallingford
Storts Welding Company (tanks and fabrication) Meriden

Welding Rods
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Bristol Brass Co The (brass & bronze) Bristol

Wells
Church Co The Stephen B Seymour

Wheels—Industrial
George P Clark Co Windsor Locks

Wicks
Auburn Manufacturing Company The (felt, asbestos) Middletown
Holyoke Heater Corp of Conn Inc Hartford

Wiffle Ball
Wiffle Ball Inc The New Haven

Window & Door Guards
Hartford Wire Works Co The Hartford
Smith Co The John P New Haven

Window Shades
New England Shade & Blind Co Inc Durham

Wiping Cloths
Federal Textile Corporation New Haven

Wire
American Brass Company The Waterbury
American Steel & Wire Div of U S Steel New Haven
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The (hair spring) North Haven
Bridgeport Brass Company (brass and silicon bronze) Bridgeport
Bristol Brass Corp The (brass & bronze) Bristol
Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
Platt Bros & Co The (zinc wire) P O Box 1030 Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable
General Electric Company (for residential, commercial and industrial applications) Bridgeport
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wire Arches & Trellises
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Baskets
Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth
Hartford Wire Works Co The Hartford
C O Jeliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Rolock Inc (Alloy) Fairfield
Smith Co The John P New Haven

Wire Dipping Baskets
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Drawing Dies
Waterbury Wire Die Co The Waterbury

Wire Forming Machinery
Torrington Manufacturing Company The Torrington

Wire Formings
Autoyre Co The Oakville
G E Prentice Mfg Co The Kensington
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Turner & Seymour Manufacturing Co The Torrington
Verplex Company The Essex

Wire Forms
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Co Bristol
Gemco Manufacturing Co Inc Southington
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Templeman Co D R Plainville
Terryville Manufacturing Co Terryville

Wire Goods
American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Products
Clairglow Mfg Company Portland
Humason Mfg Co The Forestville
Plume & Atwood Mfg Co The (to order) Thomaston

Wire Reels
A H Nilson Mach Co The Bridgeport

Wire Rings
American Buckle Co The (pan handles and tinners' trimmings) West Haven
Humason Mfg Co The Forestville
Templeman Co D R Plainville

Wire Rope and Strand
American Steel & Wire Div of U S Steel New Haven

Wire—Specialties
Andrew B Hendryx Co The New Haven

Wiring Devices
Harvey Hubbell Inc Bridgeport

Wiring Harnesses
Sight Light Div The American Machine & Foundry Co Deep River

Wood Scrapers
Fletcher-Terry Co The Forestville

Woodwork
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woven Felts—Wool
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns
Aldon Spinning Mills Corporation The (fine-wollen and specialty) Talcottville
Ensign-Bickford Co The (jute-carpet) Simsbury
Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville

Zinc
Platt Bros & Co The (ribbon, strip and wire) P O Box 1030 Waterbury

Zinc Castings
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

WHAT'S YOUR SPECIAL NEED IN INDUSTRIAL FASTENERS?
These are typical Clark "specials" . . . each one produced to meet a particular fastening need.
If you have a specialized requirement involving cold-headed fasteners of any type, drop a line. The chances are good that we can help you. Clark has over a hundred years experience as specialists in producing bolts, nuts, rivets, screws and special industrial fasteners of all types. Write or call today outlining your needs.
Connecticut industry has found it can rely on Clark . . . the on-the-scene supplier.
CLARK
CLARK BROS BOLT CO
MILLDALE, CONN.

Pause For Reflection

(Continued from page 54)

an inch during the war and are now being held to millionths of an inch.

" 'It would seem that man's progress could almost be measured against the increasing ability to divide the inch into smaller and smaller increments,' says A. V. Bodine, president of Bodine Corp., Bridgeport, Conn."

True, as far as man's mechanical progress is concerned. The goal of mechanical perfection cannot be reached, but it is being more and more closely approximated.

But what about man's moral and spiritual progress? Are we decreasing, or increasing, the moral tolerances we allow ourselves?

Industry is finding that the near-perfection that once was regarded as "ideal but impractical" is eminently practical. Why do we not see that moral goodness that strives toward perfection is just as practical—instead of considering it, as most of us apparently do, as "so far in the realm of idealism" as to be largely a joke?

Business Pattern

(Continued from page 49)

hours. The U.S. average is 40.3.

The basic hourly wage notched another new high of $1.87, a 5 percent increase over the last twelve months.

Steel Production

The first quarter output of steel was the largest on record for that period of the year.

With the exception of demand from the auto industry, orders are flowing in at an unprecedented rate to meet current needs as well as to provide for a possible strike and price rise following June negotiations.

What influence this will have upon the Connecticut economy will depend somewhat upon the contract negotiations.

Prices

The consumer price index recorded its first increase since November 1955 rising to 114.9. The wholesale price index continued its steady six month climb to 113.7—highest since the March 1951 peak.

Fluctuations in the wholesale prices are usually reflected later in the consumer price index. However, this has not been the case in the past year and present indications suggest that any upward pressure on consumer prices in the months ahead will be relatively minor.

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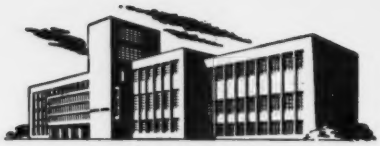

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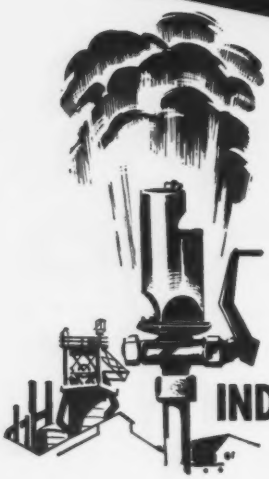

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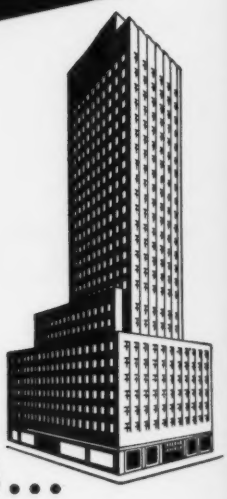

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